Board of Trade Journal

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Board of Trade Journal

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The Front Cover

The article below discusses Venezuela as an important dollar market for British exports and constructive enterprise. The writer describes Venezuela as 'the second largest producer and the largest exporter of crude petroleum in the world.' Our front-cover picture shows the Shell installation at Borburata, Puerto Cabello, from which products are supplied to the central area of Venezuela.

GET INTO THIS RICH DOLLAR MARKET

(From the Commercial Department of the British Embassy at Caracas)

VENEZUELA is a far more valuable market than the population figure of just over six million suggests. Imports in 1955 totalled over £300 million and exports over £600 million. In the first nine months of 1956 imports were £265 million and exports were £560 million. National income in 1954 was about £1,200 million, and the average annual rate of increase is 7·5 per cent.

Venezuela is politically stable, has a hard currency with a strong gold backing, there are no exchange restrictions, and it is going ahead rapidly. Because it is the second largest producer and the largest exporter of crude petroleum in the world, ample funds derived from taxes on oil production and from the grant of concessions are available for purchases overseas and for the Government's public works and development programmes, which are on a strikingly large scale. In 1956 fifty-seven per cent. of the Government's income was devoted to these programmes. The budget is about £300 million annually, the third largest in Latin America. The population is increasing by 3·7 per cent. a year, one of the fastest rates in the world, and there is a good deal of immigration.

In the first ten months of 1956 the United Kingdom exported over twice as much to Venezuela as to Argentina or Brazil. British exports to Venezuela in 1955 were worth almost £24 million, and in the first ten months of 1956 over £28 million (in 1946 they were only £4·7 million). Yet the United Kingdom supplies only about 8 per cent. of Venezuela's imports, whereas the United States supplies nearly 60 per cent. German exports have been increasing rapidly and are at the moment running at much the same level as those of the United Kingdom. A large proportion, perhaps half, of United Kingdom shipments to Venezuela are sales of equipment and stores to oil companies, paid for in sterling. So the United Kingdom's position as a supplier of general commerce and industry in Venezuela is in a sense comparable merely to that of Canada and France, which each provide around 4 per cent. of Venezuela's imports. This country has not, in fact, received the attention from United Kingdom exporters warranted by its real potentialities, actual and future.

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They have tended to by-pass it in favour of the United Kingdom's more traditional Latin American markets, although these are at present less rewarding.

No British products sell themselves in Venezuela, apart perhaps from certain well-established Scotch whiskies, chamois leathers, 'machetes,' and fine worsteds (but the latter are subject to increasingly severe import licensing designed to protect the national industry). All the manufacturing countries of the world are competing for the Venezuelan market, and every product for which there is any demand is as readily available as in the United States – a market which Venezuela resembles. Business has to be won from competitors by offering lower prices or more favourable terms of payment.

A Price Market for Sharp Delivery

Venezuela is a price market. Goods are not bought to last. Importers choose the article delivered most quickly: because of rapid development, they have their capital fully employed and interest rates are very high: they will therefore not budget for orders whose delivery date is uncertain. Presentation is important, and design should be ultra-modern.

The industrialization of Venezuela is still in a fairly early stage, and there is at present no market for products intended for highly industrialized economies. The Government's development plans include a steelworks and a petrochemical industry; these projects will not, however, be completed until 1959. At present, Venezuela's main basic industries are oil producing and refining (which account for 95 per cent. of her total exports and show steady expansion), mining (chiefly iron), cement and other building materials, construction and sugar refining.

The consumer industries include the following:

Car assembly (United States makes only) and car batteries.
Tyres and tubes.
Textiles (cotton, rayon and woollens).
Ready-made clothing and footwear.
Flooring materials and plastics.
Paints.
Soap and detergents.
Pharmaceuticals and toilet preparations.
Furniture (metal and wood).
Glass bottles, tumblers and ampoules.
Paper and cardboard converting.
Brushes.
Cigarettes.
Wax matches.
Vacuum-sealed cans and canning.
Food products.
Fats and oils.
Beer and soft drinks.
Carbonic gas.
Nails.

Products which are to be made locally in the near future are paper, flat glass, and porcelain plumbing fixtures and insulators.

Local industries are usually highly protected, and there is little scope for the foreign exporter of competing products, though there is a good market for capital machinery, and in some cases raw materials, for such industries.

With the foregoing exceptions, the Venezuelan market is freely open to the exporter. Import licences are needed for only a few products, most of which compete with local manufacture. Medical, pharmaceutical, veterinary and food products must be registered before they can be put on sale. The Customs Tariff is not intended primarily to raise revenue, and on many items it is low. For all goods it is levied on the gross weight, and therefore packing should be kept as light as possible for goods subject to high duty. Venezuela must be one of the largest importers, *per capita*, of refrigerators, radio and television sets, electrical equipment of all kinds, earth-moving and contractors' plant, motor-cars and lorries, and many other manufactures.

Experience shows that the only satisfactory way of securing continuous business is by appointing an agent or distributor. The results of circularising customers from the United Kingdom are usually poor. Exporting direct to the customer, without making any representation arrangements, has certain disadvantages explained towards the end of this article. The services of an agent are necessary for securing Government contracts as well as for business in the private sector. Where the potentialities of the product justify the expense involved,

Complete preparation, carding and spinning plant for waste cotton – with a capacity of 1,500 kilos a day – was supplied by Platt Bros. (Sales) Ltd. to Diego Ventura C. A. (Divenca). Lighting is by the British Thomson-Houston Co. Ltd.

For this powdered milk factory built for Lacteos de Venezuela C. A. (Lavenca), at Quebrada Arriba, machinery made by the A.P.V. Co. Ltd., of Crawley, Sussex, was installed by Corporacion Internacional Representaciones C.A. (Circa).

United Kingdom firms obtain the best results by maintaining a resident member of their staff to supervise distributors.

Government Contracts

The Venezuelan Government's extensive development and public works programmes are paid for largely from revenue. In 1955 over £100 million, and in 1956 approximately £170 million, were spent on such projects which, besides the long-term industrial schemes referred to earlier, include roads and bridges, railways, electrification, housing, public buildings and urban improvements, hospitals and schools, hotels and other tourist facilities, agricultural development, telecommunications, irrigation schemes, water and sewage works, dredging and port and airport construction, social welfare facilities, and equipment and installations for the Armed Forces. Many of these schemes offer excellent opportunities for the supply of equipment. Firms are at a disadvantage if they do not have their own local representative, as much preparatory work with contacts has often to be put in before tenders can be submitted.

The majority of construction and engineering projects are carried out and financed by private contractors rather than by the Government itself. There are a good many large Venezuelan contracting firms, and a number of similar United States and European concerns are already established in the country as Venezuelan companies, some in partnership with Venezuelan interests. There are thus plenty of local firms capable of handling those projects which do not require specialized engineering experience. Nevertheless, excellent specialized engineering opportunities (e.g. tunnel and bridge projects: there is also the possibility of an underground railway in Caracas) frequently occur, and properly organized co-operation with local firms should produce good results. But government departments turn in preference to local organizations, and they are less interested in utilizing the services of concerns outside the country which are not known to them and which do not have a representative on the spot with the right contacts to push their claims for consideration.

Two British firms of consulting engineers in association are already working for one department of the Venezuelan Government, but the opportunities for independent consultants, as compared with those for expert groups specializing in both the design and realization of complicated engineering projects, are more limited owing to the methods employed by the Government in placing contracts. Consultants are, however, sometimes employed to inspect work being carried out by non-Venezuelan firms on development projects, such as the steelworks.

Public calls for tender, although increasingly frequent, are not the rule, and in some cases bids are only invited from a list of firms selected by the government departments or organizations concerned. When calls for tender are issued the time allowed for submitting bids is often very brief; eligibility to bid is usually confined to firms legally established in Venezuela; and substantial quotation bonds are normally required. Anyone coming in from outside without first setting up a local organization and preparing the ground is not likely to meet with success.

Making Representation Arrangements

Because all the manufacturing countries of the world are competing for the Venezuelan market, agents and distributors receive far more offers than they can take up. As a rule their interest cannot be aroused by correspondence. The best method of making satisfactory representation arrangements is a personal visit. Where there are problems of technical competence, after-sales service, spare parts or finance, a visit is essential. Its cost can be reduced if it is combined with a tour of neighbouring markets. The personal touch is most valuable. A knowledge of Spanish is useful, but many Caracas agents are either immigrants or American-educated, and English is widely spoken. The best prospect of securing satisfactory representation often lies in one of the new firms constantly appearing owing to the rapid pace of development, and in such cases a personal assessment of initiative, suitability and credit-worthiness is necessary. Information on making the arrangements for visits will be found in 'Hints to Business Men Visiting Venezuela' (available free of charge from the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1.). The Embassy will do everything they can to help the visitor.

An alternative method is to send to the Embassy trade literature and other particulars to be shown to potential agents and distributors. The following points should be borne in mind:

Firm prices should be quoted in dollars c.i.f. Venezuelan port, to permit comparison with the prices of our United States and Continental competitors, who quote in this manner. Staff in Venezuela have to be very highly paid, because it is a country of high costs: thus time-consuming conversions of £ s. d. are rarely undertaken, and literature giving only f.o.b. prices in sterling often goes into the waste-paper basket.

Supplements modifying price-lists by percentages or discounts should likewise be avoided. The proviso that prices are subject to alteration without notice is unacceptable.

Metric weights and measures should be used.

The market for technical goods requires United States standards, because the bulk of the goods imported are American.

The main technical and selling points of the product should be simply explained, as many Venezuelan agents do not specialize.

Firm delivery times should be specified, since customers are used to delivery of many products from the United States in two or three weeks.

Terms of payment should be stated. Venezuelan firms ask for

(*Continued on page* 101)

Fifteen years before Frozen Meat

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CARACAS — VENEZUELA

Get into this Rich Dollar Market (*Continued*)

generous terms, which they are usually able to get from our competitors, because they have to extend similar credit to their customers. As explained above, they usually have no liquid funds. Most purchasers of heavy equipment are prepared to pay more if they can get long terms.

It is not possible to find individual agents for every British product which can be sold in Venezuela: because of high overheads, Venezuelan agents will not take on lines unlikely to yield a substantial volume of orders. Again, the multitude of smaller British firms could not hope to find representation in Venezuela, because there are not enough suitable agents available, and such firms could not always meet the exigencies of this market if they did. In both these cases the most convenient way of reaching the market is through one of the British export houses efficiently represented in Venezuela – the manufacturer thus getting his agent at one remove. The Embassy will supply a list of such export houses on request.

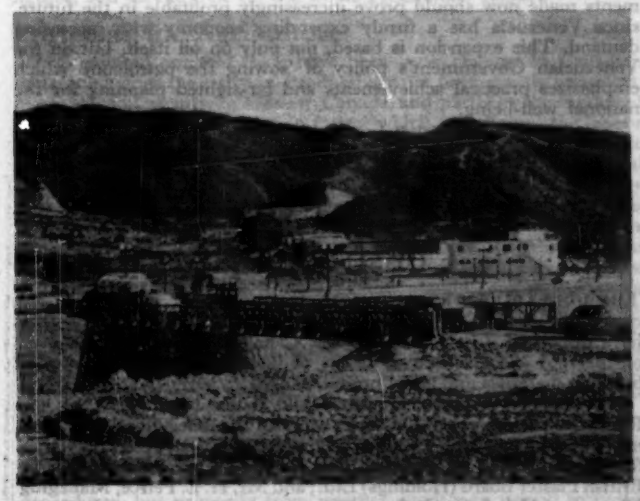
A wide range of products, from radios to earth-moving equipment, can be sold only on hire-purchase. There is little likelihood of a manufacturer whose products are new to the market finding a Venezuelan distributor able to finance such sales. Assuming that the manufacturer is not able to finance them, the solution may be found through a merchant bank or confirming house in the United Kingdom.

Developing the Market

Once representation arrangements have been made, Venezuelan firms like subsequent correspondence to be kept to a minimum because their office overheads are so high. Airmail should always be used for letters and documents. In the event of misunderstandings, it should be remembered that competition is so keen in Venezuela that 'the customer is always right.'

Venezuelan Customs Law requires shipping documents to be presented within six days of the arrival of the vessel carrying the merchandise they cover. In default, heavy cumulative fines are imposed. If not cleared within three months, the merchandise is auctioned by Customs to pay fines and warehouse charges. If documents are sent through a bank, some delay in their release and presentation to Customs is inevitable. Circumstances may arise which make this delay more serious. For example, an importer may be away when the draft arrives and have omitted to leave instructions with his staff for payment. For this reason cash-against-documents terms offer risks to the shippers and are not popular with importers. It is possible for goods shipped on cash-against-documents terms to be cleared under a bond guaranteeing the production of the documents within three months. This can be prevented by endorsing Consular invoices in red: '*Embarque contra documentos mediante*

(*Continued on next page*)



Bailey Bridges in use during construction of the Autopista el Valle, one of Venezuela's great new highways.

This fishing vessel nearing completion for Venezuelan owners has a Ruston diesel engine, type 6 YEM, of 100 s.h.p.

Talking of trade with Australia and New Zealand

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Get into this Rich Dollar Market (*Continued*)

pago giro à la vista, enviado al Banco . . .' ('Shipment on C.A.D. terms through . . . Bank'). But this procedure makes fines inevitable if there is delay in payment of the draft.

In view of the risks involved by use of cash-against-documents terms, the usual method of payment is by clean sight draft, i.e. documents are airmailed direct to the consignees, normally Customs brokers in the port of destination, and a sight draft is drawn against the customers. (In Maracaibo the customer usually effects his own Customs clearance.) Clean sight drafts are regarded in Venezuela as payable on arrival of the merchandise. If the exporter has an efficient agent the credit risk incurred by this procedure is negligible, since he will do business only with reputable and solvent Venezuelan firms. Letter-of-credit terms can be obtained only in special cases.

Fines for errors in Customs declarations and Consular invoices are very high, frequently amounting to the equivalent of £150 or more. When a fine has been levied on a consignment and the fault lies with the shippers, the customer may repudiate the goods, and after three months they are auctioned by the Customs as indicated above. Exporters should therefore study the Venezuelan Customs regulations carefully, or employ shippers specializing in the Venezuelan market, in order to reduce the risk of error. The agent will specify on his indent tariff classifications and other shipping instructions.

Goods can often be shipped more frequently, and thus more rapidly, from North America and the Continent by our competitors, and it is essential that everything should be done by British exporters to minimise this disadvantage. The Venezuelan customer is impatient. The importance of speed cannot be too strongly impressed upon staff at all levels. Excuses such as inability to act during 'the holiday period' are not understood.

Follow-up visits by principals are the most effective way of maintaining the interest of both agent and customer. In planning an itinerary it should be borne in mind that a million people live in Caracas, and that most of Venezuela's purchasing power is concentrated there and in the other large towns along the coastal belt. The regions of swiftest development, after Caracas, are: Maracaibo; Valencia-Maracay-Puerto Cabello; and Puerto La Cruz. Separate agents are frequently appointed for the Maracaibo area, but not for the other two. It is desirable to choose Caracas agents who have branches or satisfactory distributors in these areas or who send travellers to them regularly.

The Commercial Department of the Embassy at Caracas will be pleased to provide further information on any of the above points, and to give any other help in their power to exporters interested in the competitive but valuable Venezuelan market. The fact that our exports to this rapidly developing country are relatively so small may serve as a stimulus to enterprising firms; representation arrangements made now should prove increasingly profitable in the future, since Venezuela has a firmly expanding economy with increasing demand. This expansion is based, not only on oil itself, but on the Venezuelan Government's policy of 'sowing the petroleum' which emphasizes practical achievements and far-sighted planning for the national well-being.

*** The Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1., will be glad to answer any questions the foregoing article may suggest.

D.E.C. to Study Canadian Constructional Industry

THE DOLLAR EXPORTS COUNCIL announce that in view of the continuing expansion of the Canadian constructional industry, they have organized a delegation to visit Canada in March to make an on-the-spot check of the prospects of increasing British exports of building materials and allied products.

Mr. Halford Reddish, chairman and managing director of the Rugby Portland Cement Co. Ltd., will lead the delegation. The other members are to be Mr. A. Atha, a Director of Guest, Keen & Nettlefolds (Midlands) Ltd.; Mr. R. S. Jukes, Managing Director of The British Plaster Board (Holdings) Ltd.; and Mr. H. E. Peirce, Managing Director of Hall & Co. Ltd.

Mr. F. Davies, of the North American Department of the Federation of British Industries, will act as Secretary.

Canada May Treble Her Economic Output in Next 25 Years — *Royal Commission Report*

(From the Office of the United Kingdom Senior Trade Commissioner, Ottawa.)

IF ANYONE ever had any doubts about the great economic expansion in store for Canada over the next few decades, they must surely be dispelled by the Preliminary Report of the Royal Commission on Canada's Economic Prospects (published on January 10, by The Queen's Printer, Ottawa, price $2·00).

The Royal Commission, which was appointed in June 1955 to inquire into the probable economic development of Canada during the next 25 years and the problems likely to be caused by such development, conducted its hearings in all of Canada's ten provinces, and also travelled through the sparsely populated Yukon, the North-West Territories and Labrador. The Commissioners considered some 330 submissions from provincial and municipal governments, from organisations and individuals engaged in all branches of economic activity, and the resultant Preliminary Report – which will be followed later this year by a Final Report, and about thirty separate economic studies – presents a picture of an economy which will go from strength to strength in the next 25 years as the country's population increases, and its vast resources are developed.

Vital Influences

A substantial increase in the population is one of the fundamental assumptions made by the Royal Commission. Without such an increase the projected level of economic activity clearly could not be maintained. The population, which was 15,575,000 in 1955 when the Royal Commission began its inquiries, will reach 26,650,000 by 1980. This forecast assumes that net immigration will be at the rate of 75,000 a year; but the Report points out that immigration cannot be accurately forecast, since it is influenced by the comparative levels of economic activity in Canada, Western Europe, and the United States, by political events, by the risk of war, and by the migration policies of the Governments concerned. It is reckoned however, that the rate will not fall below 50,000 a year nor rise above 100,000, and that the figure will likely be round 75,000 a year.

On the basis of this estimate, the labour force will rise from 5,555,000 in 1955 (4·3 million men and 1·25 million women) to just under ten million in 1980 (7·38 million men and 2·55 million women); and the Gross National Product, which was $26·8 billion dollars in 1955 will by 1980 have risen to about $76 billion. The per capita gross national product is expected to jump from $1,714 in 1955 to $2,859 in 1980, an increase of 67 per cent. These are remarkable figures, and set the tone for the whole Preliminary Report.

Prospects for Agriculture

It is pointed out that there have been great changes in Canadian agriculture since the last war. Productivity has been greatly increased, partly by good weather in Western Canada, and partly by the increased use of power and equipment on farms, which has allowed the labour force to drop by about 30 per cent. The trends of recent years are expected to continue. There will be further adjustments in mechanical techniques, although the major part of this re-organisation is probably over. Land will go out of agriculture in Eastern Canada, while farms in the West will be enlarged, and in the next ten or twelve years production will shift towards livestock products. Increased output to meet increased domestic demands for food will not be great before 1965, but thereafter the growth of the population, coupled with higher spending power, will have a decided impact on the pattern of output and the organisation of farming. It is not anticipated that external demands for Canadian agricultural produce will increase in the next 25 years, and the dynamic factors in the agricultural picture will be further technological improvements and the increasing domestic market.

The Report accepts that the marketing of wheat and coarse grains through the Canadian Wheat Board should be continued; and it concludes that the current wheat surplus comes not from marketing procedures, but primarily from weather conditions, which in recent years have been more favourable than ever before. It is proposed, however, that the Wheat Board should in periods of substantial surplus announce well before seeding-time the quantity of wheat for which it would pay a guaranteed minimum price. This would avoid a commitment on the part of the Board to buy a total crop for which there was no immediate market, and would at the same time allow the farmer to know in advance of seeding what his minimum income from wheat would be. For other agricultural products the report recommends a system of minimum price supports.

Production in the forest industries – timber, pulp, and paper – which contribute very largely to Canada's exports, should nearly double by 1980, although the proportion going for export may fall slightly. The total felling programme will increase by about 60 per cent. by 1980. and it is estimated there are adequate resources available to sustain this programme, although there may be problems of supply in some areas. The future development of Canadian forest industries, and the continuation of their high level of exports will, however, depend on their ability to maintain their competitive position in world markets.

Mining and Power

The Royal Commission expects that the increase in Canada's mining industry, which has been in progress since the 1920's will continue. The total value of the industry's output in 1980 will be about three and a half times the present level, compared with a threefold increase in the Gross National Product. On the question of whether Canada should to an increasing extent process her mineral wealth at home, it is observed that her customers may have alternative sources of supply open to them, and that often there are economic advantages in locating manufacturing plants close to their markets, which Canada might not enjoy. Each product should be looked at separately, but one general solution might be to require exporters of ores, concentrates and other semi-processed commodities to obtain export permits which would run for a stated number of years, at the end of which the circumstances of the case would be re-examined.

In dealing with the development of energy resources, the Report points out that by 1980 nuclear energy may account for only 4 per cent. of total requirements. Canada is well endowed with other forms of energy which are both accessible and cheap and, therefore, the rapid development of nuclear power is less necessary than in some countries. For example, by 1980 between two-thirds and three-quarters of Canada's greatly increased power requirements will be met from petroleum and natural gas, in both of which she will be more than self-sufficient. The abundance of oil and natural gas is likely to reduce the demand for coal, except for special metallurgical grades, and it is envisaged that there may be some difficulty in relocating coal miners in Alberta and British Columbia, although buoyant conditions in the West have so far prevented this problem from becoming acute.

The development of power resources and the downstream benefits of rivers which cross the Canadian/United States border are soon to be discussed by the governments of the two countries, and the hope is that before then the Canadian authorities will examine Canada's long-term interests in the whole field of energy. It is recommended that a national energy authority be set up to advise on the use of energy sources, export policy, coal subsidies, and to approve proposals to export gas, oil, and electric power.

Secondary Industries and Imports

Canada's secondary manufacturing industries sell most of their output at home: in 1955 only 6 per cent. of total output was exported. The Report attributes this mainly to the tariffs and restrictive commercial practices of foreign countries, particularly the United States, which is Canada's largest potential export market. It is also pointed out, however, that the real output per man-hour in Canada is 35 per cent. to 40 per cent. below the United States, although it is considerably higher than in other industrialized countries. The lower output, as compared with the United States, stems from the

much smaller size of the Canadian market, but the differential is partly off-set by the lower wages paid in Canada.

The growth and competitive ability of Canadian secondary industries have been affected by the proximity of the United States, and by the corporate links between the two countries. In many cases this relationship has helped Canadian subsidiaries to build up their operations from partial assembly to full scale production, but it has not, in the view of the Royal Commission, been an unmixed blessing. In some instances company rivalries in the United States have led to too rapid expansion in Canada, and the division of the market among too many firms has raised costs.

So far as imports from overseas are concerned, the main competitive disadvantage suffered by Canada is her higher wages. The report argues that overseas goods compete most effectively with Canadian when the labour content is high, and in general it is only in labour-intensive products, such as textiles, that the wage differential is significant. 'There is little evidence of any sharp rise in overseas competition in other products, because the generally high costs of overseas production combined with the strong preference of the Canadian consumer for North American products, the problems of distance, language and servicing, effectively limit the incursions of the overseas manufacturer into this market on any considerable scale.'

The growth of Canadian secondary industry will depend mainly on the size of the domestic market, and exports will be of less importance than in the past unless there are important changes in the commercial policies of other countries. The secondary industries will not all grow at the same rate. The Royal Commission expect that the fastest growing will be electrical apparatus, electronics and chemicals. Primary iron and steel, industrial machinery, and oil refining, closely followed by rubber and non-ferrous metal products, will also show above average growth. There will be much slower development in textiles, railway rolling stock, and ship-building.

The Report suggests ways and means of helping secondary industries in view of their importance to the economy. The best help will be increasingly intense investment in capital equipment. It is suggested that these industries should be allowed to write off over a very short period their capital investment in buildings, machinery and equipment, and that large buyers should hold early discussions of their capital expenditure programmes with the principal suppliers.

In discussing commercial policy the Report expressed the hope that there may be some reduction in world trade barriers. It would, however, be unwise for Canada to embark unilaterally on any general programme of tariff reduction. The tariff should be maintained on the average at about its present level. 'The present tariff structure should, however, be simplified as far as possible, and any anomalies should be removed. Many submissions were made to the Royal Commission about 'dumping', but it is considered that the term was often loosely used. Established industries should, however, be safe-guarded against true dumping. The report makes no reference to the place of Imperial Preference in Canada's tariff policy or her export interests.

Investment from Abroad

Canada has always welcomed the investment of foreign capita and has benefited greatly from it, and in fact there are not available in Canada the large pools of capital for long term projects which involve risk and give no return for several years. It is expected that during the next 25 years the amount of foreign capital invested in Canada will be increased considerably, in absolute but not in relative terms, both because of undistributed profits and depreciation allowances and because of the inflow of new foreign capital. This additional foreign investment will be needed if Canada's expansion and development are to be carried on at a reasonable pace. The Royal Commission consider that foreign investment will probably continue to be highest in the resource and manufacturing industries, and it admits that the resulting increased foreign ownership and control may create problems. Certain objectives which are considered desirable for the operations of foreign concerns are put forward, as are suggestions for tax concessions aimed at helping Canadian companies to compete successfully with their larger rivals in other countries.

The Report, which provides a most valuable conspectus of the Canadian economy today and tomorrow, on which its authors are to be congratulated, concludes with the following words:

> 'If a global war is avoided, and if the other assumptions we have made are substantiated by events, we expect that over the period the total output of the economy will about triple. This should bring about a remarkable increase in living standards and in the levels of per capita net disposable income. We shall have our dull periods in the future, as well as our bright ones. But given leadership, flexible policies, a willingness to change policies as occasion demands and a bit of luck, Canadians have every reason to look forward with optimism and confidence to the continued economic development of our country and to a rising standard of living in the years to come.'

It is implicit in the Report that in the period under review Canada will continue to supplement her own production with imports of a wide range of manufactured goods. The pattern of imports may change over the years, but there will clearly continue to be great opportunities for those manufacturers overseas who are prepared to give the Canadian market the study it deserves, and to accommodate themselves to its special characteristics.

Rapid Growth in United States Market for Imports

ONE OF THE MAIN CONTRIBUTIONS to the continued rapid expansion in world trade last year was the increase in imports into the United States. These reached a new record figure in October 1956 (the latest month for which figures are available) of $1,120 million. In the first nine months of 1956 the United States imported $9,400 million worth of goods, 13 per cent. more than in the corresponding period of 1955. A large proportion of these imports consisted of foodstuffs and raw materials, but imports of finished manufactures, with which the United Kingdom as an exporter is mainly concerned, have in recent years tended to rise a good deal faster than United States imports as a whole. Last year's figures show a strong continuation of this tendency; in the first nine months of 1956 the United States imported 24 per cent. more manufactures than she did a year earlier.

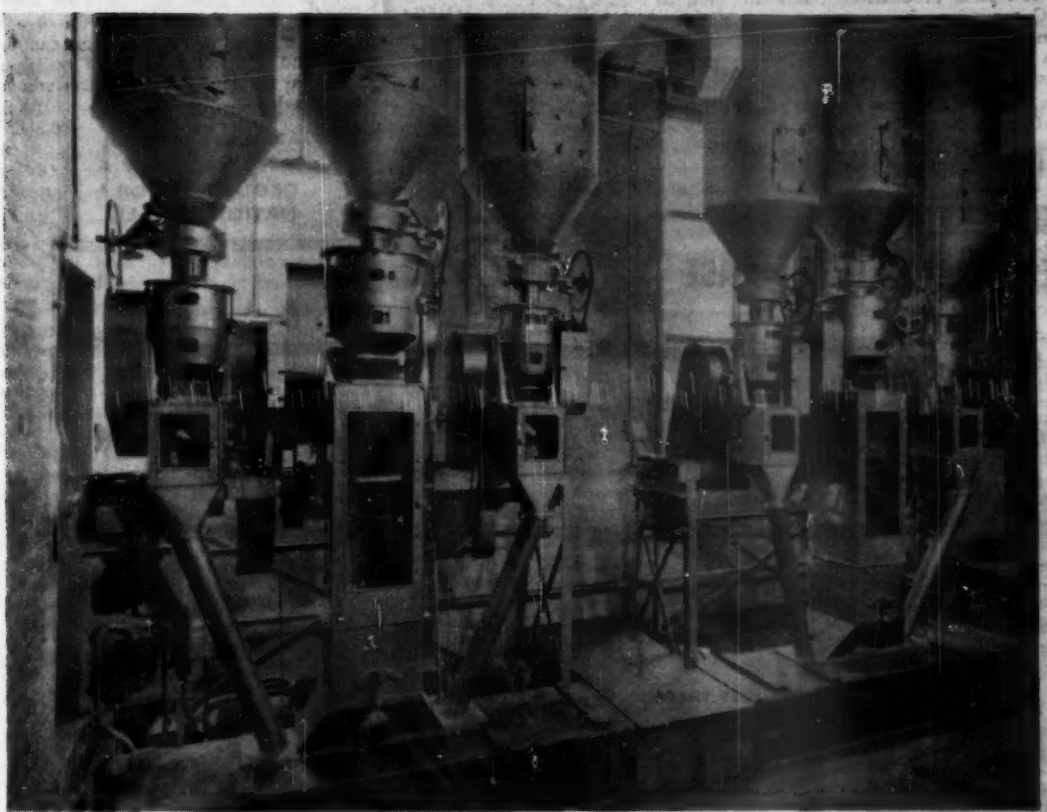
The United Kingdom has, of course, taken an important share in this rapid expansion, and the United States has in recent months surpassed Australia as the largest single market for our exports. The provisional total of our exports* last year to the United States was $618 million, a rise of 21 per cent. compared with 1955, while our exports of manufactured goods in the first eleven months were up by as much as 35 per cent. The products of the engineering and metals industries, and particularly capital goods in the engineering field, contributed most to the increase. Exports of aircraft were worth $38 million more in January/November than a year earlier, and accounted for one-third of the total increase in our exports to the United States. Exports of cars went up by $17 million, electric machinery, apparatus etc. by $10 million, machinery other than electric by $9 million, non-ferrous metals by $6 million and iron and steel by $4 million. Other goods prominent among manufactured exports were wool yarns and fabrics ($4 million up), clothing and footwear ($4 million up), paper and manufactures ($4 million up), and chemicals ($3 millon up). Exports of whisky were up by $6 million.

Although we succeeded in exporting so much more to the United States last year, some of our competitors did even better. In the first nine months of 1956 the United States imported from the United Kingdom 18 per cent. more than a year earlier; but her imports from Japan rose by 31 per cent., from Continental O.E.E.C. countries by 26 per cent., and from West Germany (which supplied almost a quarter of all imports from Continental O.E.E.C. countries) by 35 per cent.

United States imports, though greater in value than those of any other country, are nevertheless small in relation to gross national product. In 1955, they amounted to less than 3 per cent. of her gross national product, while imports of finished manufactures represented only two-thirds of 1 per cent. These figures illustrate the scope which exists for further rapid growth in exports, particularly of manufactures, to this already large and potentially huge market.

* Throughout this article, United Kingdom exports exclude shipments of silver bullion in repayment for 88 million ounces of silver borrowed from the United States under Lend-Lease during World War II.

Exhibition Will Demonstrate Striking Advances in Packaging Techniques



Accurate blends are guaranteed by this automatic continuous mixing set which weighs and feeds ingredients in small quantities into a main mixer.

GREAT ADVANCES in the techniques of attractive presentation and display of merchandise will be demonstrated at the Packaging Exhibition, to be opened by Lord Brabazon of Tara at Olympia, London, on Tuesday next.

This international exhibition, which will remain open until February 1, promises to be the biggest show of its kind ever staged. Over 200 exhibitors have booked space and will provide an impressive number of experts to solve packing and packaging problems of every type and size. Concurrently with the exhibition, a Packaging Convention has been organized by the Institute of Packaging, with 'Better Packaging Means Better Living' as its theme. Papers and discussions will be of particular interest to the food industry and will provide excellent opportunities for exchange of information and ideas about future packaging trends and requirements as visualized by the retailer.

The packaging industry has virtually grown up since the war. It is of tremendous importance to exporters in all branches and may be said to provide one of the most important factors in increasing their share of overseas markets that exists today. In addition, the industry makes its own contribution to the United Kingdom's overseas trade by the export of packaging materials and equipment. A very large contingent of overseas buyers is expected to visit the exhibition, coming principally from Scandinavian and other European countries, Canada and the United States.

With the growing realization that immense increases in sales are made possible by attractive presentation, more and more factory space, labour and money are being expended on packaging. It has been computed that in some instances the proportion is 50 per cent. or even 75 per cent. The adoption of modern techniques of mechanization and automation is therefore of enormous importance. Much of the equipment on show will include machines more readily associated with mechanical handling; in fact the two industries overlap at many points.

On the purely packaging side the biggest developments to be noted are in the increased use of polythene, particularly in the food industries. It is claimed that the new polythene wrappings keep perishable foodstuffs fresher and better than ever before. Even fresh farm produce is now increasingly available in perfect condition, attractively displayed in transparent wrappings, thanks to the new machines and materials employed.

Visitors generally will wonder at the machines and materials in use. Much of the fascinating machinery will be shown under working conditions, performing complicated tasks without human assistance and with unerring precision. Electronic control and mechanical ingenuity will show tubes and bottles being filled, sealed, put into cartons and packed into cases.

The exhibition is not designed for the big manufacturer only. The smaller producer will find that much has been introduced to meet his problems and most managements will benefit by examining the realistic savings and advantages new packaging techniques offer.

Below is a description of some of the exhibits, claimed by their makers to be entirely new or to embody improvements of exceptional interest. The list does not claim to be exhaustive.

Food manufacturers will be specially interested in the new collapsible tubes designed for their industry. Betts and Company Ltd., of

(*Continued on page 107*)

Packaging Exhibition (*Continued*)

Holloway, London, are showing for the first time a particular type of tube featuring a blind end nozzle. This has to be pierced by the user by means of the special cap with which it is supplied, thus ensuring air-tightness and proof against moisture and leakage at the nozzle end, the other end being sealed hermetically by a latex band on the inside of the tube.

Another exhibitor to make a special feature of collapsible tubes is H. G. Sanders & Son Ltd., of Southall, Middlesex. The display will include internally lacquered tubes manufactured for the food market and 'Sanderseal' end-sealed tubes, a recent development that is said to overcome problems of end-seepage. The firm are fully alive to the possibilities of improved packaging methods for many food products and they are making a special point of inviting food manufacturers to discuss their particular requirements at the exhibition.

Also primarily intended for the food industry is a new vacuum, gas packing and heat sealing machine made by the Lerner Machine Co. Ltd., which can be installed in a large retail shop or chain store depot to enable the retailer to do his own packaging.

To meet the increasing demand for persistently blended products, Southall & Smith, of Birmingham, have used their technical knowledge of automatic weighing equipment to produce continuous mixing sets. They claim that the sets constitute an automatic and foolproof system of weighing and feeding ingredients in small quantities into the main mixer thus guaranteeing an improved blend and a shortening of the actual mixing process. Self-raising flour, patent foods, confectionery and chemicals all lend themselves to this advance in mechanical mixing and the safeguards incorporated in the system give assurance to the user that the blend on which the reputation of the brand has been built up is maintained.

Newcomers to the exhibition, Dawson Bros. Ltd., from Leeds, will show their new fully automatic bottle decrating and bottle packing machines which will be working continuously for demonstration purposes. The machines, each with a capacity of handling 3,600 bottles an hour, have been developed to eliminate the hand labour involved in removing bottles from crates prior to washing and replacing them in the crates after filling and labelling. A substantial saving in operating costs is promised. A new stacker is to be exhibited by Kenton Equipment Ltd. The stacker has a range of from 500 lb. to 1,500 lb. capacity and lifts from 52 ins. to 144 ins. Models over 72 ins. are fitted with a telescopic mast to save headroom and have adjustable forks or platforms.

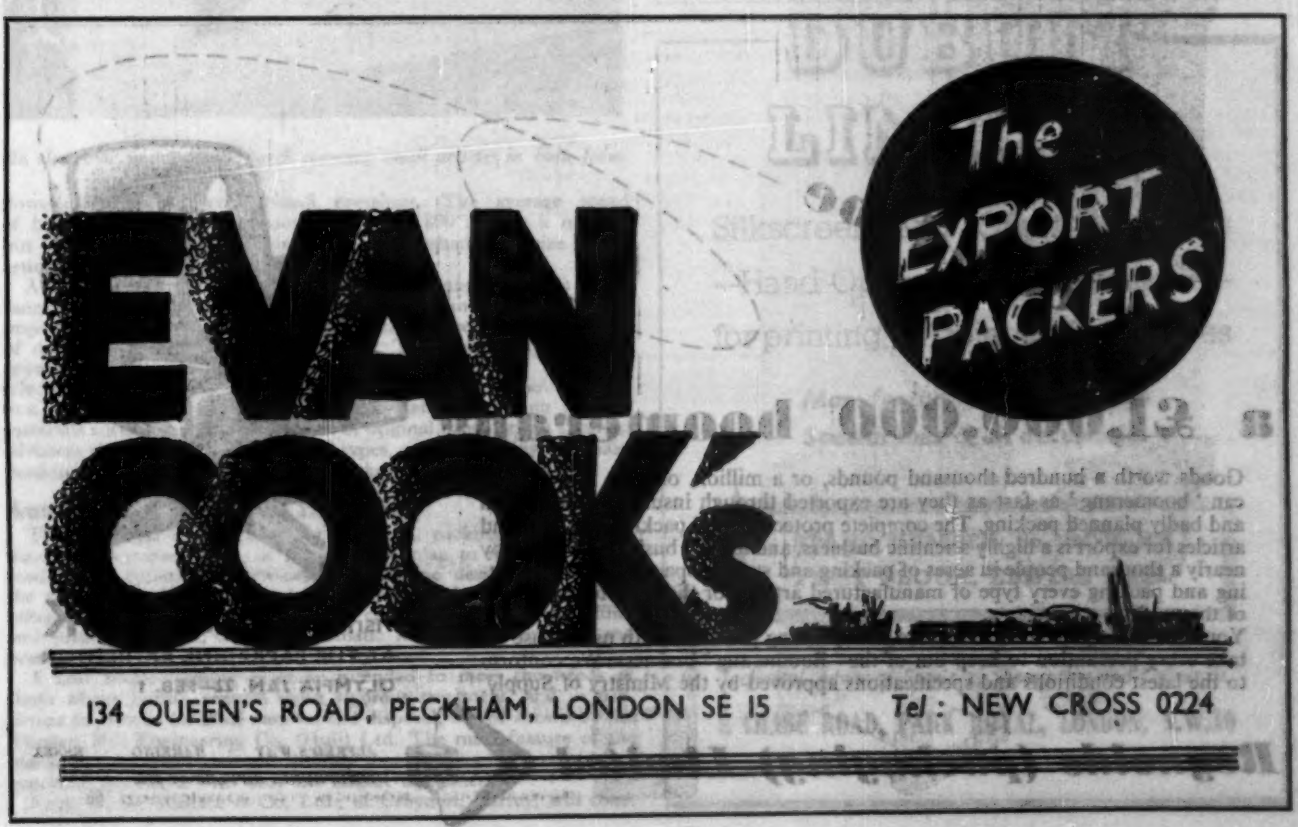
Electronic Equipment

At least three firms will be showing new equipment in the field of electronics. Geo. Driver & Son Ltd., of Wembley, Middlesex, are showing a new electronic checkweigher which has been developed after a prolonged and detailed study and provides a system for the continuous checkweighing at high speed of manufactured articles or packaged commodities on a production line basis. No manual supervision is required and the machine is entirely automatic in detecting and segregating underweight or overweight articles from the main stream. Two representative machines will be exhibited, operating on wrapped biscuits and confectionery at 100 and 60 packages per minute respectively.

A range of metal detection equipment to be shown by Goring Kerr Ltd., of Gerrards Cross, Buckinghamshire, includes their latest electronic model for the location and rejection of ferrous and non-ferrous contaminations. Equipment of this nature is employed by most food and confectionery manufacturers in this country to safeguard the consumer. This new equipment is said to have a very high sensitivity towards such metals as stainless steel and fuse wire, which in the past have proved rather difficult to locate in small quantities. Another model, small and of low cost, has been specially designed for application to extruded products, such as confectionery 'rope.'

The Electronic Machine Company, of Thornton Heath, Surrey, will exhibit a new batch counting machine suitable for such articles as tablets, sweets, nuts, bolts, screws, washers, ball bearings, pills,

(*Continued on page* 109)



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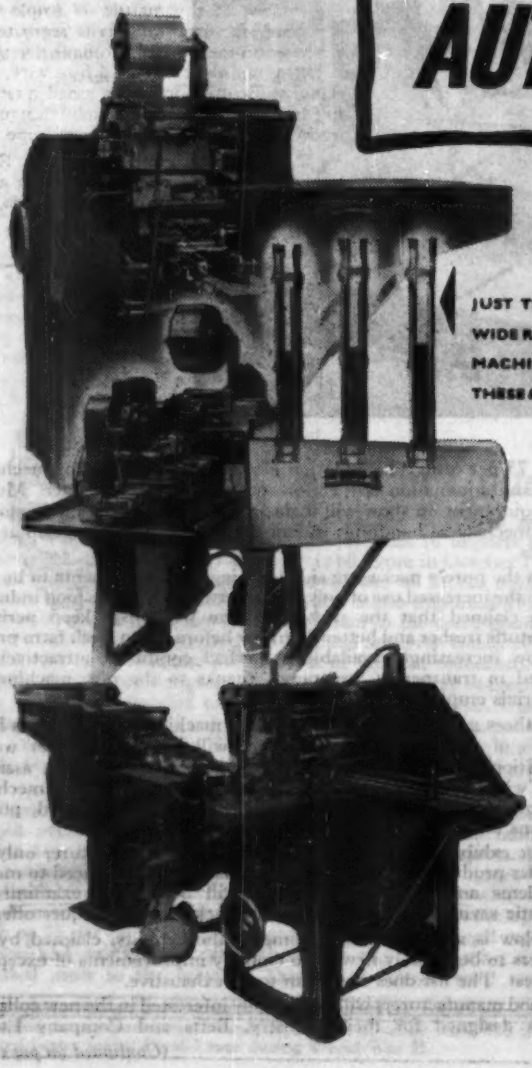

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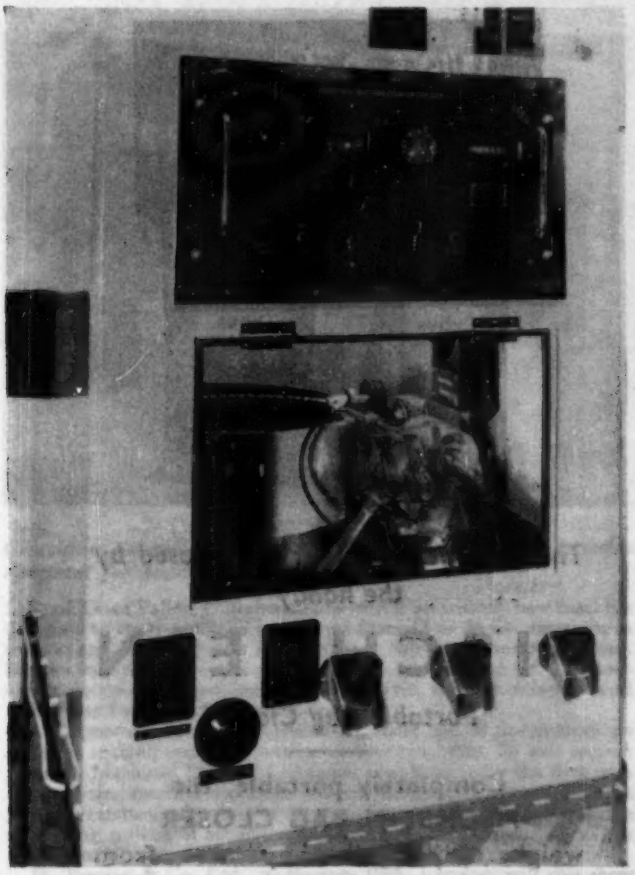
Packaging Exhibition *(Continued)*



An electronic unit used for batch counting small articles in bulk form.

flower bulbs, and various small pressings. The average speed of batch counting is approximately 600 to 800 articles a minute, but the speed is obviously controlled by the shape and size of the articles to be fed.

A. Latter & Co. Ltd., of Croydon, are arranging to show a whole range of scientific apparatus designed to indicate and measure shocks, impacts and vibrations, of considerable importance for the detection of damage to packed goods in transit. The makers say that this apparatus will enable package design to be carried out more effectively and with less outlay than has been possible so far. In addition, this firm hope to show several new and interesting packing materials such as new fluted material of original construction showing advances over the more conventional types, new cushioning materials, dessicants and examples of planned packaging.

Automatic Filling and Labelling

There will be a good showing of filling, packing and labelling machines. Autopack Ltd., of Birmingham, plan to show three new models: an automatic screw-capping machine designed to handle the new screw closure as used by the soft drinks trade, as well as other types of metal and plastic screw caps; an automatic vial filling and sealing machine; and an automatic machine for opening and presenting polythene bags for filling by hand.

A new bottle-cleaning machine intended to meet the needs of those whose bottles require more vigorous treatment, and in particular to provide for label removal and disposal, will be shown by the Thomas Hill Engineering Co. (Hull) Ltd. The main feature of the machine is its small size and the fact that it offers bottlers services generally associated with only the largest equipment.

From H. W. Wallace & Co. Ltd., of Croydon, Surrey, will come three machines for packing, casing and rejecting. The latter machine rejects cans which are defectively labelled, or unlabelled, from the production line. It is claimed that packing speeds up to 350 cans per minute can be handled satisfactorily.

A fully automatic machine for labelling containers in the vertical position is to be shown for the first time by G. D. Peters & Co. Ltd., of Slough, Buckinghamshire. This machine is a 'straight through' labeller with an output of up to 60 bottles a minute. A feature of the machine is that bottles and labels of small sizes can be labelled two at a time, giving speeds of up to 120 a minute. Also from the same manufacturer comes a new carton erecting machine with an imprinting device.

An interesting automatic silk-screen printing machine is to be shown by Dubuit Limited, of Park Royal, London. The machine works on the revolving platen principle and, according to the size of the objects to be decorated – these, incidentally, can be made from plastics, glass or metal – has three or six printing positions. The printing is carried out when the object arrives underneath the screen and the action of the squeegee is automatic. The machine is made in two sizes and has an output of 2,000 to 2,500 an hour.

Among the firms specializing in binding, sewing and strapping, the Thames Sack and Bag Co. Ltd., of Bow, London, will exhibit a portable bag closer which requires no installation other than an electric point in which it can be plugged. This portable bag closer, weighing only 10½ lb., will handle any textile bag, asphalt treated or specially processed bags, and paper bags. The stitch range is four to five and a half stitches to an inch and the average time taken to close a 100 lb. bag is said to be less than six seconds.

The Package Sealing Company, of Ealing, London, will be showing several new machines. One of particular interest is an automatic rope tying machine using heavy types of sisal cord either one, two or three ply and in various thicknesses. Wire stapling and stitching machines capable of various operations from the making of wooden crates to stitching cardboard boxes, will be demonstrated on the British Brehmer Ltd. (Enfield, Middlesex) stand.

A new taping unit is to be shown by Adams Powel Equipment

(*Continued on page* 111)

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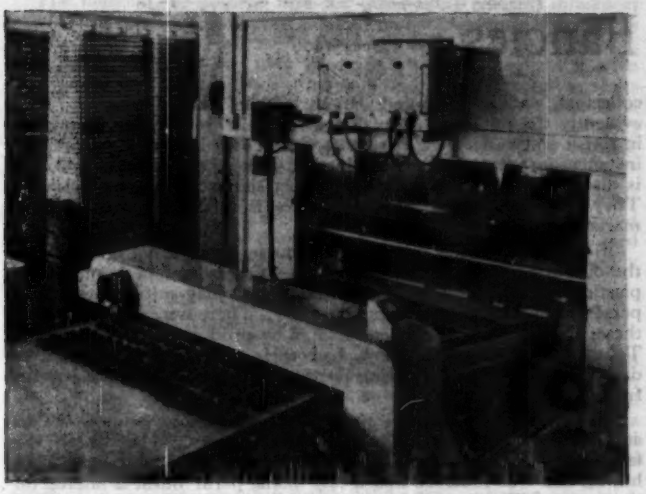
Packaging Exhibition *(Continued)*



Chocolates undergoing examination by electronic metal detection equipment for possible contamination.

Ltd., of Team Valley, Gateshead. The unit is an entirely new machine designed to apply gummed paper tape from 1½ to 2½ ins. in width to the top and bottom centre seams of butt flap cases previously filled. Besides applying the tape along the top and bottom of the cases simultaneously, the machine is arranged to run the tape down the end of the case for about two inches also.

As in previous Packaging Exhibitions, there will be demonstrations of tablet making and compression-coating machines. In this section Manesty Machines Ltd., of Liverpool, are showing for the first time a granulating machine working on a new and different principle. This machine can be used for wet or dry granulation, pulverizing, dispersion or wetting, milling of ointments and sizing of crude drugs. It is a high speed machine capable of large outputs.

D. Trapow & Co. Ltd., of Regents Park, London, will also show new machines of interest to the pharmaceutical industry. They are a cap lining machine which automatically inserts wads up to 50 mm. into metal and plastics caps, and an automatic vial and ampoule printing machine designed for printing small cylindrical objects from ¼ to 1¼ ins. in diameter.

Waxes, resins, lacquers and allied products play a very important part in the packaging industry. They are used for impregnating, coating, laminating, non-blocking heat seals and adhesive purposes. Astor Boisselier & Lawrence Ltd., of West Drayton, Middlesex, have planned a display demonstrating the use of these materials in a variety of packaging applications, especially the food industry, and other special applications, such as coating car bodies as a protection against corrosion in tropical conditions. Technical Waxes Ltd., of Manchester, will display by working models the development of transport of molten wax in bulk form.

Apart from a general range of bags, carriers, wrappings, gummed paper and labels, John Dickinson & Co. Ltd., of Hemel Hempstead, Hertfordshire, will be showing three new developments. One is a moisture-resistant, heat-sealable pocket made from laminate of polythene and paper, specially suitable for packaging such goods as powders and pastes; the second is an acetate bubble pack; and the third is a new transparent wrapping, gravure printed with a solid colour on the reverse side so that a second underwrap is not needed.

A new grade of paper, specially prepared for packing British exports, will be shown by J. H. Sankey & Son Ltd., of Aldwych, London. This polythene coated, reinforced waterproof sheeting is described by the manufacturers as being of extreme impermeability and toughness, offering the maximum protection for all classes of merchandise, even under the most extreme conditions. It will be used mostly for case linings for goods subjected to the roughest handling and will no doubt reach all countries in the world.

Encyclopædia of the Packaging Industry

NEW IDEAS, methods and materials used in the packaging industry are described in the fourth edition of the 'Packaging and Display Encyclopædia,' published by George Newnes Limited, Tower House, Southampton Street, Strand, London, W.C.2, price 70s., by post 72s.

This well produced reference book has been designed to provide manufacturers of packaging materials with a comprehensive survey of their industry, and to guide users of packaging towards the most suitable medium and equipment for their particular needs.

The book is divided into 27 sections many of which have not appeared in previous editions. Interesting developments are described, particularly those appertaining to automation, the increasing use of electronic controls and equipment, the use of radioisotopes and the technique of moulding plastic sheet by a vacuum process. Sections giving makers' schedules of materials, plant and machinery, supplies and services have been revised and enlarged to include the latest information available. A glossary of terms, based largely on the terms used in various Packaging Codes of Practice, issued by the British Standards Institution, has been designed principally for the user of packaging materials.

A classified buyers' guide, directory of firms and a names index are included at the end of the volume.

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Harrogate Toy Fair *(Continued)*

The demand for realism, and for quasi-adult realism, influences other toys. A notable novelty was a child's lawn-mower made by H. C. Webb & Co. Ltd. of Birmingham, and exhibited by its distributors, L. Rees & Co. Ltd. In nearly all visible respects it is an exact, light and small replica of its standard prototype, and it really does mow (grass already very short). Since it is also priced on a level with some fully grown-up mowers the distributors say that they themselves were agreeably surprised when they sold 14,000 of these toys in their first 2½ months of marketing them.

(iv) The campaign for safety is another noticeable influence. Teddy bears and other soft animal toys have eyes that can't be pulled out and swallowed, and hygienic stuffing. Fast, non-toxic paints are preferred on toys likely to be licked or sucked. Inflammable toys are increasingly taboo.

Construction and Instruction

That is perhaps all that need be said, in a restricted context, about new developments or trends that have responded to new influences. The Fair also displayed, of course, a vast quantity of more traditional toys and games not only in materials long familiar but in adaptations of plastics. Scale-model construction kits in tough polystyrene seemed likely to be increasingly popular: they were offered sometimes in boxes, sometimes in polythene bags. Airfix Products Ltd. of Wandsworth, had an impressive show of these. And Cascelloid, for another, exhibited an exceptional variety of inflatable toys for the bath, paddling pool or garden. One of them was the frame for a 'playpool,' 3 ft. by 2 ft., priced at 27s. 6d.: another was a Donald Duck affair to float on water, rock on land, and squeak on both, with a child astride it. Two new swimming aids looked promising.

A fascinating toy (?) called the Aquascope Scientific Educational Set is a sort of miniature projector-microscope giving magnification up to ×400: it can be used in various ways. The Tudor Toy Co. of Hull introduced, along with some well-finished dolls' houses and the like, a new and imposing replica of a commercial three-storey garage with a car-lift electrically operated. And in a display of many admirable utilities, A. J. Siris Products Ltd. of Lanchester (Co. Durham) had their 'Rainmate snap-close bonnet' which is offered at 1s. 6d. in a container small enough to go into a purse. They say they sold over 5,000,000 of these 'Rainmates' last year.

Eighteenpence was a rare price at the Fair, but it wasn't the lowest of all. Rarer still – cruelly rare nowadays – was something priced at one penny, and good value at that. It was the smallest of the attractive 'Gem' series of packets of foreign postage stamps marketed by Leon Laufer Ltd. of London, and exhibited by Clifford Richards. Yes: one penny.

Half Million Visitors to Design Centre

THE HALF MILLIONTH VISITOR has been welcomed to The Design Centre, the Council of Industrial Design's permanent exhibition of well-designed things in the Haymarket, London. This figure was achieved in 215 showing days – an average attendance of over 2,300 a day.

Since The Design Centre has caused a great deal of interest abroad, it was appropriate that the half-millionth visitor should come from overseas. The number was registered when Mr. and Mrs. Joab Simon, from Tel Aviv, in Israel, arrived. They have been in this country for about four months and are at present living in Kensington. They are here to complete their studies – Mrs. Simon in music, and her husband in electronic engineering.

Mr. and Mrs. Simon were greeted by Major-General J. M. Benoy, Manager of The Design Centre, and Sir Gordon Russell, Director of the Council of Industrial Design, joined them as they toured the display. To mark the occasion, they were offered the choice of anything in the Centre to the value of 20 guineas. Finally, after making use of 'Design Review,' the Council of Industrial Design's photographic index of some 8,000 well-designed British products, Mr. and Mrs. Simon chose a portable typewriter, the Empire 'Aristocrat.'

Great Expectations at Blackpool Gifts and Fancy Goods Fair

OVER 1,000 EXHIBITORS will be showing their wares at the International Gifts and Fancy Goods Fair, to be held at Blackpool from February 4-8; and its chairman, Mr. Elkan Simons, told a press conference in London last week that applications from 200 other firms had had to be turned down because no more space for them had turned up. He recalled that at the first of these fairs, in 1950, there were 17 exhibitors.

Mr. Simons had with him representatives of Blackpool's Corporation and tourist trade. They said that 35,000 visitors had reserved accommodation at Blackpool for the time of the Fair, and that of these some 4,000 represented exhibiting firms. A large majority of these would be British, but applications for bedroom accommodation had come from buyers in over 40 countries, and exhibits would be coming from America, Austria, Africa, Belgium, China, Czechoslovakia, Denmark, France, Germany, Holland, Hong Kong, India, Italy, Japan, Norway, South Africa, Spain, Sweden, Switzerland, and a number of Far Eastern countries.

Mr. Simons explained that this would be essentially a trade fair, not for the general public. He claimed that its success and growth in seven years had done much to establish Britain in the forefront of design, fashion and trade in the wide variety of merchandise represented at the fair. He said that the industry's exports as recorded in various sections of the United Kingdom Trade and Navigation Accounts, totalled £38 million in 1954 and nearly £42 million in 1955, but that since these officially classified statistics did not cover small postal consignments – e.g. of jewellery – the full total could be put at something between £60 and £70 million a year. One firm had posted £600,000 worth of its exported products last year. Britain now supplied the bulk of the United States' purchases of ornamental metalwork, Mr. Simons added, and had 'firmly secured the market from Germany.'

Increase in exports and trade was vital, not only for Britain but for all countries, Mr. Simons said. We were all conscious of the need for full employment, for the development of our economies, and for raising living standards, and trade was the way we must do it. He believed there was a large world market for the class of merchandise of which he was speaking. Many of such goods were essential – china, cutlery, and so on – and though others might be considered in the luxury class, such goods would be needed and demanded by people everywhere if they were to raise their living standards. Britain could supply them.

At the Fair thousands of examples of the art of Britain and Europe's finest craftsmen would be exhibited – silver-ware and cutlery from Sheffield and Birmingham; china and pottery from Stoke, Holland, Sweden and Germany; cut-glass and glassware from Italy and Germany; jewellery, leatherwork and woodwork; examples of wrought iron, brassware and copperware; travel goods; table mats, trays, book ends, lamps, the smoker's accessories, and much else.

Mr. Simons also stated that B.O.A.C., B.E.A., Australian National Airways, Aer Lingus, Air France, the British Travel and Holidays Association, K.L.M., Sabena and other national airlines and shipping companies had co-operated in publicizing the Fair, issuing invitations, and making special travel arrangements. Petrol rationing had, of course, necessitated special arrangements, and British Railways were co-operating to the fullest: they were arranging, for instance, to run a special daily train – the 'Gifts and Fancy Goods Special' – from Euston to Blackpool, as well as providing many additional trains and services. In Blackpool itself the Corporation Transport had agreed to provide bus services between the hotels and the Exhibition.

Exhibition of British Books in German Cities

AN EXHIBITION of 1,200 British books, together with British paintings and sculpture, arranged by the British Council, is on view at the municipal gallery in Munich till January 20, with a possibility of prolongation by request till January 27.

The same books, with the addition of 1,800 more, all of them published, or produced in new editions, since September 1955, were exhibited by the British Council at the Messenhallen at the Funkturm, Berlin, from November 17 to December 2, and at the Annual Book Fair at Frankfurt from September 19 to September 24. The Frankfurt exhibition was seen by more than 37,000 people. About 40,000 visited the exhibition at Berlin, which has been described as the largest and most varied collection shown by any foreign country.

Exhibitors at Harrogate Toy Fair Respond to Current Fancies

THE HARROGATE INTERNATIONAL TOY FAIR, running from January 12-18, bore testimony once again to the vigour and adaptability of the leadership Britain has gained since the war in an industry probably as old and as widespread as humankind itself.

Superlatives are dangerous devices, but perhaps we may quote two. The Harrogate show is now said to be 'the largest toy fair in the world'; notwithstanding that 'the largest toy factory in the world' and other firms equally British take no part in it. Some of them abstain on this occasion because they are manufacturers dealing directly with retailers, whereas Harrogate's is a fair mainly for the wholesale buyer. That was said to be one reason why model railway engineering, for instance, was conspicuously lacking. Indeed, there didn't seem to be very much of anything for the 'teen-age or grown-up boy, though what he did find there to his taste was good. Nevertheless, more than 300 exhibitors filled about 150,000 square feet of show-space in all; and 'filled' was sometimes an under-statement.

They filled it, too, without making the Fair so peripatetic an ordeal for the visitor as it has been in other years. Formerly the exhibitors' stockrooms were distributed in five hotels. This year they were able to concentrate in three because the organizers had taken for them the whole of the Grand Hotel, which is huge. The organizers gained also by the suspension of the London section of the B.I.F. They say that many foreign buyers who would have gone to Olympia came to Harrogate instead. But that is a change on which some of the exhibitors had less comfortable words to say.

About 80 per cent. of the toys displayed were of United Kingdom or Commonwealth manufacture. The foreign were for the most part shown by British factors – among them a few entrepreneurs, pure and simple, whose large displays of toys that won't be retailed here at all bore witness to this country's profitable status as a world toy mart.

New or Recent Fashions

The Fair proved, among other things, the response of alert manufacturers to four influences that have gained strength recently and rapidly:

(i) There is a still growing market for miniature models of motor vehicles. These and other tiny toys, such as soldiers exactly modelled in metal or plastic, have a big export sale to the United States because they need a lot of the hand-finishing that costs so much more over there than it does over here. Clifford Richards of Sutton Coldfield, John Hill & Co. (Metal Toys) Ltd. of Burnley, and J. Kohnstam Ltd. of London, were three of the exhibitors who agreed about that and have done well on it. Kohnstam's representative reported that the model cars which they supply in imitation matchboxes sell at the rate of £60,000 to the United States and £40,000 to Canada, and in smaller but agreeable quantities to Venezuela.

John Hill & Co. now export 58 per cent. of their output; and last year the United States, taking 85 per cent. of their exports, made up to them for the effect of Australia's import restrictions. (At Harrogate they were showing their toy soldiers of the Union and Confederate armies of the American Civil War.) They have a show-room in New York, and supply direct to the principal United States stores.

In a different class, but with similar advantages on the export market, are the various makes of model cars just big enough to carry their own motive power. One of these exhibits, very new indeed, was something more: Minimodels Ltd. of Havant were demonstrating for the first time their model motor-racing outfit. This is sold alternatively with a level oval track or a figure-of-eight track having a fly-over. Two six-inch cars running on parallel monorails are operated electrically from a 12-volt battery or D.C. main and really can be raced: the skill consists in controlling their speed so that they won't be derailed on the bends. And Eisenmann & Co. Ltd., of London, introduced a newly improved version of a model Jaguar 'powered' with an electric unit that is charged from two small batteries in a model filling station. Charge it for x minutes, and it will then run for x minutes.

Returning to the tinier miniatures, we noticed a new vogue for models of veteran ('vintage') cars: it seems to be popular among adult collectors, and is attributed largely to the film *Genevieve*. And evidently the miniature furnishings for dolls' houses are improving in finish and variety. A. Barton & Co. (Toys) Ltd. of Croydon, for instance, introduced miniature kitchen-unit sets, a grand piano that is also a real music box, and a perfect minuscule vacuum cleaner. They too, say, that the United States is now their best overseas market.

(ii) Commercial television has, of course, given a big new fillip to the output – and display at Harrogate – of dolls, puppets, metal and plastic figures, books, jig-saw puzzles and play-suits representing personalities and puppets popular on TV. There were any number of these, and Television Products Ltd., a by-product of ITV. based on Television House in London, had their own display of samples drawing attention to exhibiting firms who hold manufacturing rights from them.

(iii) Dolls and their accessories, it seems, must now be more lifelike and realistic than ever. They were countless at Harrogate. The fashion is for hair of a substance and quality that can be treated like human hair – so much so that a tiny 'home perm' outfit is offered for the purpose. The Cascelloid division of the British Xylonite Co. Ltd., of Leicester, showed a splendid family of 'flexible hygienic vinyl dolls with rooted hair.' L. Rees & Co. Ltd. of London, who export 20 per cent. of their own, say that lifelike dolls are their most successful line, though they deal in many other kinds of toy as well. J. Cowan (Dolls) Ltd. have found and met a demand for dolls jointed not merely in their limbs but also at the waist, to allow more lifelike movement of the torso.

(*Continued on next page*)

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President's Letter to Furniture Industry

IT WAS ANNOUNCED in the *Board of Trade Journal* on January 12 (page 48), that the President of the Board of Trade (then Mr. Peter Thorneycroft), had decided to keep in being the Furniture Development Council, and that he would be communicating details to the furniture trade interests. The following is the text of a letter signed by Mr. Thorneycroft which has been sent to Brigadier A. L. W. Newth, Chairman of the British Furniture Manufacturers Federated Associations:

'As you know, I have now completed the second statutory review of the future of the Furniture Development Council as prescribed by Section 8(3) of the Industrial Organization and Development Act, 1947, and the Parliamentary Secretary has already informed you in general terms of my decision that the Council shall continue in being. This decision was reached after very full and careful consideration of the representations made by your Federation as contained in your letters of July 22, and August 4, 1955, and supplemented by the further memorandum submitted on December 5, 1956, and after full discussion between myself (or the Parliamentary Secretary on my behalf), the Furniture Development Council, the Trade Unions and yourselves.

'I was much impressed by the moderation and reasonableness with which your Federation put their case. Its adoption, however, would have involved Parliamentary action to dissolve the Council and, if only for this reason, I should have had to be convinced beyond reasonable doubt that the change proposed would be for the better. In the event I was not so convinced, but I recognize the strength of feeling in the industry not so much about the actual work done by the Council as about its general relation to the industry, and I have therefore an important proposal to make which, as it seems to me, should enable the Federation in future to give the Council their wholehearted support.

'When the Council was formed, the names selected by the then President of the Board of Trade from those suggested by the Federation for members representing the employers were, I think, all at that time serving office-bearers of the Federation. In course of time this has gradually ceased to be the case and this has contributed to a feeling that the Council was out of touch with the employers' side of the industry. I propose as a normal rule in future to appoint the members of the Council representing the employing side of the industry, except for the members selected to cover the interests of the Retail Furnishers, from office-holders or potential office-holders of your Federation, and I suggest that when I invite nominations you should draw up your list of candidates accordingly. I believe that this arrangement, which approximates broadly to the existing position on the trade union side, should greatly increase the confidence felt by your members in the work and administration of the Council. If this idea proves acceptable to the Federation, further discussion would be necessary as to the details of the arrangement; there should, for instance, in my view, be some provision for rotation and an overlap between the tenure of your representatives as members of the Council in order to secure continuity.

'The tenure of office of the existing members of the Council expires, as you know, on March 31 next. Since, however, I understand that your new Executive will not be elected until about the same date, it occurs to me that it may be convenient to extend the period of appointment of the existing members (if they agree) for, say, a further three months – i.e. until the end of June, 1957 – in order to allow time for suitable nominations including names from amongst those of the new office-holders to be submitted to me by your Federation. On this point I should welcome your views in the fairly near future.

'I now come to the question of the Chairmanship. Sir David Waley, who has served the Council so actively as its Chairman during these first seven difficult years, has informed me that the time has come for him to make place for a younger man, and I have felt bound, though with real regret, to accept his decision. In order to facilitate the arrangements suggested in the preceding paragraph, Sir David, has however, indicated that he is personally willing to remain in office until a suitable successor can be found. I am sure the industry as a whole will appreciate this further instance of Sir David's public spirit.

'I feel it is desirable to mention, in conclusion, that a major factor influencing my decision to continue the life of the Furniture Development Council was derived from a point made and emphasized in your Federation's own memorandum to the effect that the maintenance of good relations between employers and labour within the industry is a consideration of overriding importance. Not only the Trade Unions but a number of the largest employers of labour in the Industry have made it abundantly clear that they regard the continuation of the Council as indispensable to the maintenance of such good relations. Bearing this in mind, and having regard to the proposed changes described above, I am convinced that the continuation of the Council is in the best interests of the industry, and I hope that my decision will lead to the termination of a long controversy which has distracted the industry, and will thereby conduce to the welfare of its members.

'I am sending copies of this letter to the other parties concerned.'

1,100,000 Overseas Visitors Came to Britain in 1956

FIGURES RELEASED by the British Travel and Holidays Association show that Britain's tourist industry broke all records in 1956. The Association estimates that about 1,100,000 overseas visitors came to the country last year. Earnings from this traffic, including fare payments to British shipping and air lines, are estimated to have amounted to £175 million.

Visitors from the United States numbered about 275,000 and their expenditure, including fare payments, totalled £48 million.

In 1956 Britain welcomed about 570,000 visitors from Europe, 58,000 from Canada, 160,000 from other Commonwealth countries, and 37,000 from the rest of the world.

The Association state that these figures, which are provisional, represent a large increase over the 1955 totals In 1955 Britain attracted 1,037,000 visitors, about 250,000 of whom came from America and 53,000 from Canada.

The unsettled international situation had little effect upon Britain's late-season tourist traffic. In November almost 46,000 overseas visitors came to Britain, only a 2 per cent. decrease upon the November 1955 total of 47,000.

The Association hope that an easing of the international situation and the provision of generous petrol allowances for overseas visitors will result in continued increases in Britain's tourist traffic in 1957.

An overall increase is expected of about 5 per cent. in traffic this year, giving a total of 1,160,000 visitors and earnings estimated at £190 million.

Imports of Gloves from Hong Kong

THE PRESIDENT OF THE BOARD OF TRADE, Mr. Peter Thorneycroft, and the Minister of State, Mr. A. R. W. Low, received on January 9, a deputation from the National Association of Glove Manufacturers, which included representatives of workers in the industry. Introduced by Mr. J. M. Peyton, M.P. for Yeovil, the delegation was led by Mr. H. G. Southcombe, President of the Association.

The delegation made representations to the President about the serious threat to the United Kingdom glove industry from the rising imports of gloves from Hong Kong. The President took note of the industry's representations.

Purchase Tax on Endorsing Inks

THE COMMISSIONERS OF CUSTOMS AND EXCISE have reviewed the liability to Purchase Tax of endorsing inks. They have decided that, with the exception of the special kind used for marking or stamping on metal, glass, etc. (sometimes known as 'Opaque Ink'), endorsing ink will, in future, be chargeable only when in individual containers of less than 16 fluid ozs.

The special kind mentioned will not be chargeable whatever the size of the containers.

Home News Section

Provisional Figures for U.K. Trade in December and for 1956

THE VALUE of United Kingdom exports in December was £253·7 million. This was £40 million less than the average for October-November, but the December period contained only 24 working days against 28 and 26 respectively in the previous months.

Imports amounted to £307·8 million, the second lowest figure during 1956 and £29 million less than the average for October and November. In the early part of the month imports were again reduced by delay in arrival of shipping diverted round the Cape.

Re-exports, at £11·2 million, were £2½ million below the October-November average.

The excess of imports, valued c.i.f., over exports and re-exports, valued f.o.b., was £42·9 million in December, £13 million more than the average for October and November but £5 million less than the average for the first 11 months of the year.

Exports and Imports During 1956

For the year 1956 the provisional value of United Kingdom exports was £3,173 million, an increase of £267 million, or more than 9 per cent. over the record year of 1955. Allowing for the inclusion in the 1956 figures of silver bullion repayments to the United States and in the 1955 figures of shipments delayed by the October 1954 dock strike, the underlying increase in value was close on 10 per cent., the rise in the volume of shipments being 6 per cent. while export prices increased by about 4 per cent.

The total value of imports in 1956 was £3,890 million, almost the same as the total for 1955. Import prices were 2 per cent. higher in 1956, but the volume of arrivals was slightly reduced.

Re-exports totalled £146 million, an increase of £27 million, or 23 per cent., over 1955.

The visible trade deficit in 1956 was £571 million, a reduction of £288 million compared with 1955.

	Imports c.i.f.	Exports f.o.b.	Re-exports f.o.b.	Excess of imports over total exports
	£ million	£ million	£ million	£ million
1955	3,883·7	2,905·4	118·9	859·4
1956*	3,890·3	3,172·6	146·2	571·5
Change*	+6·6	+267·1	+27·3	−287·9
	£ million – monthly averages or calendar months			
1955	323·6	242·1	9·9	71·6
1956*	324·2	264·4	12·2	47·6
1955 1st quarter	335·1	247·3	10·6	77·1
2nd quarter	299·8	217·0	8·2	74·6
3rd quarter	327·1	243·4	9·5	74·2
4th quarter	332·6	260·8	11·3	60·5
1956 1st quarter	328·3	258·3	13·6	56·4
2nd quarter	330·6	272·0	13·1	45·5
3rd quarter	312·3	247·2	9·0	56·1
4th quarter*	325·6	280·1	12·9	32·5
October	354·3	294·9	12·7	46·7
November	319·6	291·9	14·8	12·9
December*	307·8	253·7	11·2	42·9

* Provisional.

United Kingdom Exports to North America

United Kingdom exports to North America in December were valued at £30·9 million. They included a further instalment of £2·1 million silver bullion repayments to the United States, bringing the total of such repayments last year to £22·4 million. Excluding this special item, exports to North America in December were £10·4 million less than the monthly rate in October and November. For the year 1956, again excluding silver bullion, exports amounted to £398 million, 23 per cent. more than in 1955.

Exports to the United States in December were £19·2 million. Excluding silver bullion repayments, they were £5 million less than the average of October and November. For the year 1956, exports totalled £221 million, 21 per cent. more than the previous highest figure in 1955.

Exports to Canada in December were seasonally lower at £11·7 million, £5·4 million less than the average of October and November. For the year 1956, exports totalled £178 million, 26 per cent. more than in 1955; they were £21 million more than the previous highest annual total in 1953.

	United States of America	Canada	Total North America
	£ million	£ million	£ million
Year 1955	182·9	140·8	323·7
Year 1956*	243·1	177·7	420·8
Change*	+60·2	+36·9	+97·1
	£ million – monthly averages or calendar months		
Year 1955	15·2	11·7	27·0
Year 1956*	20·3	14·8	35·1
1955 1st quarter	13·9	9·8	23·7
2nd quarter	13·2	10·8	24·0
3rd quarter	16·0	13·4	29·4
4th quarter	17·9	13·0	30·9
1956 1st quarter	16·9	11·6	28·5
2nd quarter	20·7	18·8	39·4
3rd quarter	20·5	13·9	34·3
4th quarter*	23·0	15·0	38·0
October	24·7	16·3	41·0
November	25·1	17·8	43·0
December*	19·2	11·7	30·9

* Provisional.

Notes:

(1) The figures in the table include repayments of silver bullion to the United States, which began in April 1956 and totalled £22·4 million for the year.

(2) These Trade Account figures differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad are included in invisible expenditure. There are also significant differences in timing and coverage between the two sets of figures.

President of the Board of Trade

SIR DAVID ECCLES, formerly Minister of Education, has been appointed President of the Board of Trade on the formation of a new Government consequent on Mr. Harold Macmillan succeeding Sir Anthony Eden as Prime Minister.

Sir David took up his office on January 14.

Instrument Control's Vital Aid towards Industrial Efficiency

SPEAKING AT the annual luncheon of the British Industrial Measuring and Control Apparatus Manufacturers Association in London on January 8, Mr. F. J. Erroll, Parliamentary Secretary to the Board of Trade, said that despite the steady expansion of exports which had been maintained since 1953, the United Kingdom was troubled in 1955 by inflation at home which sucked up too much of her reserves of men, materials and machines. Signs of this domestic inflation during 1955 were a 6 per cent. rise in retail prices over the 12 months, and imports 11 per cent. higher in volume than in the previous year while exports did not rise fast enough to avert a deficit of £107 million in the second half-year.

The Government's anti-inflationary measures taken in late 1955 and early 1956 had undoubtedly brought the economy into better balance. In 1956 consumer demand was stabilized, the investment boom moderated, and the level of imports in the first 11 months was only 1 per cent. higher by value than in the previous year. This was accompanied by a further encouraging expansion in exports, which were some 10 per cent. higher in value than a year ago, the underlying volume increase being fully 6 per cent. Compared with a surplus on current account of only £18 million in the first half of 1955, there was a surplus of £144 million in the first half of 1956. This was a healthy improvement and showed the underlying soundness of the economy.

The events in the Middle East had inevitably meant additional strains on our balance of payments, Mr. Erroll continued. The Government had fortified the reserves and made clear their determination to rebuild them. He thought this evidence of the Government's intentions and still more the obvious vigour and vitality of Britain as a major exporting nation, would quickly restore confidence overseas in the stability of sterling as an international currency. The prospects were that the country's external trading accounts would still be roughly in balance over the 12 months to mid-1957. Of course, while the present petrol and oil restrictions might lead to some problems for industry such as difficulties in production and particularly transport, these were, of course, temporary and were to a large extent shared with many of our European competitors in the export markets.

A still higher level of exports was more important than ever, and he did not doubt that Government and industry could together achieve it because Britain was second to none as an industrial nation producing new ideas, new techniques and new products to meet the ever-changing demands of the world. 'We do not like to boast but we ought to remind ourselves and the world of all that the British nation has achieved,' Mr. Erroll said. These achievements included not only the spectacular events which hit the world headlines when Britain broke a record – though there was cause enough for pride in the world records currently held by Britain: such as the speed records on land, sea and in the air, and the highest flight ever made by the British Electric Canberra. These were a tribute not only to the men who brought the records home but also to the machines and equipment produced for them by British industry. British scientists were the first to split the atom and Calder Hall was the first station in the world producing nuclear power on a commercial scale. It was the capacity of our scientists and technicians to create inventions like these, and of our industry to apply them, that had transformed our export trade over the years and had enabled us to maintain the industrial flexibility which we must have to meet the changes which were forced upon us by the growth of world trade and industry.

The British Industrial Measuring and Control Apparatus industry had not only an important part to play in direct exports. Equally vital was their contribution to efficiency and development, and consequently to the export effort of British industry as a whole.

The application of instrument control in the many branches of engineering was widespread and well known. In the comparatively new field of nuclear energy the industry's products were of tremendous importance.

The Board of Trade were keenly interested in development of the industry, Mr. Erroll continued. In order to provide a means of regular consultation and close co-operation between the industry and the Government, the Department had recently set up the Instrument Industry Advisory Committee which was due to meet for the first time early this year. He was confident that this body would provide a most useful liaison between the industry and the Government.

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We were most impressed by the manner in which they were handled. Despatches of this nature will obviously afford us not only a considerable saving of time, but show also a reduction in overall costs, and in the instances mentioned, the saving amounted to something like 20%.

The two clients concerned have written to us recently stating that both machines arrived in first-class condition (even though they were unpacked) and commending us for the initiative taken by using this method. Finally, we have already received further orders from the Continent, with a request that we send them by air.

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BRITISH EUROPEAN AIRWAYS

Industry and the Oil Shortage

'C' Licence Holders Deputation to Ministry

THE MINISTER OF TRANSPORT AND CIVIL AVIATION, Mr. Harold Watkinson, on January 9 received a deputation from the Traders Road Transport Association, the national organization of 'C' licence holders, to discuss the various problems which had arisen in connection with motor fuel rationing.

The deputation was led by Mr. S. C. Bond, the President, who was accompanied by Mr. C. E. Jordan, Mr. R. E. Clough, Mr. S. H. Jones and Mr. S. S. Robson, the four Vice-Chairmen, Mr. J. Janes, National Treasurer, together with Mr. S. J. Lamborn, London and Home Counties Divisional Chairman, Mr. J. Delicate, Coventry Area Chairman, and Mr. F. D. Fitz-Gerald, National Secretary.

Mr. Bond emphasized that the great need of trade and industry was to be able to plan ahead. He explained the difficulties in transferring road traffic to rail. He also stressed that concern was being expressed by members as to their position *vis-a-vis* other motor fuel users.

The Minister said that he was well aware of the various points Mr. Bond had made. The motor fuel which Regional Transport Commissioners were distributing in basic and supplementary rations would amount in total to 75 per cent. of the fuel normally consumed by the 'A,' 'B' and 'C' licensed fleet as a whole. But no individual operator would be guaranteed 75 per cent. of his normal consumption because preference must be given to essential traffics and many would doubtless receive less. Difficulties had arisen because only a small proportion of the expected applications for supplementary rations had, in fact, been made. This made it impossible for the total demand to be assessed and the early issues had to be made with caution. The Regional Transport Commissioners would now make a final assessment of the applications already received. The Minister suggested that those who intended to apply should do so without delay.

In order to secure the most economic use of the fuel issued, the Minister said that the Licensing Authorities were prepared to authorize 'C' licence holders to carry traffic for other 'C' licence holders provided it would normally be carried in 'C'-licensed vehicles.

The Offer from Texas

THE MINISTER OF FUEL AND POWER issued the following statement on January 9:

'Her Majesty's Government are grateful for any suggestion which may lead to greater supplies of oil for the United Kingdom and Europe generally, but the recent telegram to the Prime Minister from Mr. A. E. Herrmann, the President of the Texas Independent Producers and Royalty Owners Association, indicates that the nature of our problem may not be fully appreciated.

'Fuel oil is the greatest need because without it industry would be slowed down and grave damage would be done to our economy. Fuel oil, however, is in very short supply and little of it can be bought to-day in the world markets. It is vital, therefore, that we bring in the maximum quantity of crude oil from which we can produce the fuel oil in our own refineries. But we are also short of tankers, and to use any more of them for the transport of gasoline (motor spirit) than is absolutely necessary would be to deprive ourselves of the even more sorely needed crude. Thus, for both reasons – shortage of fuel and shortage of tankers – we cannot afford to jeopardise production and employment by importing more than minimum quantities of gasoline.'

Forged Petrol Coupons

THE MINISTRY OF FUEL AND POWER (now the Ministry of Power) announced on January 11 that a small number of forged basic ration petrol coupons were appearing in the London Area bearing the number NF806797. Dealers are asked to report immediately to their local police the registered number of the vehicle of anyone attempting to obtain petrol with a coupon bearing this number.

Dealers are also reminded that it is an offence under the Motor Fuel (No. 2 Order) 1956, to accept loose basic ration coupons.

Advisory Service for Smaller Firms

THE FORMATION of a new non-profit making company to be known as the National Union of Manufacturers Advisory Service, Ltd. (N.U.M.A.S.) with offices at 45/46 St. Paul's Churchyard, London, E.C.1 (Telephone City 2135/6) has been announced by the National Union of Manufacturers.

The new company had its origin some three years ago when the N.U.M. set up an industrial advisory service with the help of a grant from the Board of Trade under the Conditional Aid scheme. The object of the service was to help medium and smaller sized firms with their business problems and to provide advice and practical assistance in the application of measures to increase productivity.

At first one adviser was appointed and within a year over 100 firms had asked for and received help. Encouraged by this response the N.U.M. decided to expand the service and to put it on a sounder financial basis. With the help of a further grant additional staff were appointed including another adviser and three industrial engineers to advise on matters such as the introduction of work study. Firms were also invited to meet the cost of the services they received. Demand has now grown to such an extent that the N.U.M. has decided that the service can best be managed as a separate enterprise.

The new company will extend the activities of the former service by providing experienced work study officers and cost accountants to help carry out agreed schemes of improvement. N.U.M.A.S. staff will also be available to visit any firm to discuss and report on organization structure, finance, marketing and distribution, management accounting, materials control and production. Preliminary discussion will be free of charge, subsequent services to be charged for according to the nature and extent of the work involved.

In a letter to the President of the National Union of Manufacturers, the President of the Board of Trade (then Mr. Thorneycroft) wrote, 'I should like to take this opportunity to extend to your organization and to those who operate this service on your behalf my best wishes for its continued well-being and success. This has been one of the special achievements of the programme for raising productivity made possible by the Conditional Aid scheme for which we are so greatly indebted to our American friends.

'I have no doubt that the Advisory Service will be of lasting benefit to those firms, and particularly the smaller ones, which avail themselves of it.'

Board of Trade Regional Controllers at Bristol, Nottingham and Reading

MR. M. WEBER, at present Board of Trade Controller for the North Midland Region, will succeed Mr. J. H. Larrard, the Controller for the South Western Region, who retired from the public service on January 12. Mr. Weber will take up his appointment at Bristol on January 28, when Mr. W. J. Wardle will take charge of the North Midland Regional Office of the Board of Trade as Acting Controller.

Mr. R. Cox who, since March 1954, has been on loan from the Ministry of Supply, will relinquish his appointment as Board of Trade Controller for the Southern Region on January 31, and will return to the Ministry of Supply to take up duty in the Munitions Supplies Division. From February 1, Mr. W. T. Jarrett will be in charge of the Southern Regional Office of the Board of Trade as Acting Controller.

Exporters—

THE services of the Export Sections of the Board of Trade Regional Organization are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. His name and address appeared in our issue of Dec. 8, 1956.

Statistics of British Film Industry

Increased Cinema Attendances in Third Quarter of 1956

CINEMA ATTENDANCES during the third quarter of 1956 totalled 293 millions, nearly 2 per cent. above the corresponding quarter of 1955. The bad weather in the summer no doubt contributed to this increase, which reversed the downward trend of attendances for the first time since the similarly poor summer of 1954. The release of some outstanding films may also have proved an added attraction.

These statistics were compiled from returns received from 4,377 cinemas, all but three of those known to have been operating commercially in the exhibition of 35 mm. films, with a seating capacity of 4,054,000 (out of a total of 4,056,000).

The number of admissions was 5 per cent. more than for the previous quarter, although there were 47 fewer cinemas (with over 23,000 seats) covered by the latest inquiry, mainly the result of the wide-scale closure of cinemas. The cinemas closed during the third quarter were mainly those with between 251 and 750 seats, spread over nearly all the regions, although the North Western region has been particularly affected. It is not possible to derive precise figures of the number of closures from the quarterly inquiries, but figures of the number of cinemas closed in 1956 will be published with the statistics for the fourth quarter of 1956, based on information from a number of sources.

The increase in attendances compared with the third quarter of 1955 was greatest in Wales (11 per cent.), the South Western region (10 per cent.) and the Southern and Eastern regions (5 per cent.). These regions include many of the large holiday resorts where most cinemas had a higher-than-average number of admissions during the summer months: attendances at many of the seaside cinemas were about the same as during the summer of 1954. With the exception of the Midland region, where there was a fall of 1 per cent., all regions showed increases over the second quarter of 1956, ranging from the increase of 12 per cent. in the Southern and South Western regions to 2 per cent. in the East and West Ridings and the North Midland region.

Gross takings in the third quarter of 1956 at £28,576,000 were 11 per cent. more than in the corresponding quarter of 1955 and 12 per cent. more than in the second quarter of 1956. These increases were due in the main to the increased prices of admission introduced by the major circuits in June, 1956. In all regions, all the various size groups of cinemas showed increases in gross takings, the largest of 20 per cent. over the preceding quarter occurring in the Southern and South Western regions.

The increase in seat prices was reflected in an increase in the average price of admission during the quarter of 1¼d. to 1/11½d., and has accentuated the differences between the average price of admission in the various regions. In the London and South Eastern region it was 2s. 5d., while in Scotland it was only 1s. 7¼d. A similar variation was found in the various size groups where the average price of admission ranged from nearly 2s. 6d. in the largest cinemas seating over 2,000, to 1s. 7d. in the group seating 251-500.

Table I. Cinemas: summary of admissions and takings, July 1-September 29, 1956: analysis by size of cinema

Size of cinema (number of seats)	Number of cinemas reporting	Admissions			Gross box-office takings		
		Thousands	Percentage change compared with the 3rd Quarter of 1955	Percentage change compared with the 2nd Quarter of 1956	£'000	Percentage change compared with the 3rd Quarter of 1955	Percentage change compared with the 2nd Quarter of 1956
250 and under	143	1,680	+6·1	+3·3	140	+18·6	+12·9
251–500	864	22,200	+3·4	+5·8	1,784	+ 8·4	+10·5
501–750	956	41,523	+3·3	+5·4	3,378	+10·9	+10·0
751–1,000	865	52,175	+1·4	+5·5	4,426	+10·0	+10·7
1,001–1,250	565	44,855	—2·8	+4·2	4,175	+ 5·3	+10·5
1,251–1,500	335	32,778	+7·5	+4·1	3,264	+18·1	+12·5
1,501–1,750	260	32,774	+3·6	+5·3	3,597	+15·1	+14·3
1,751–2,000	188	28,087	+0·1	+4·7	3,190	+11·5	+13·5
Over 2,000	201	37,362	—0·6	+5·6	4,621	+11·0	+15·8
All Cinemas	4,377	293,434	+1·7	+5·1	28,576	+11·1	+12·3

Source: Statistics Division, Board of Trade.

(*Continued on next page*)

MANUFACTURERS' AGENTS FOR: IMPORTERS OF PRODUCE FROM:
CHINA
M. D. EWART AND CO. LTD. 15 Devonshire Row, Bishopsgate, London, E.C.2
Telephone: Bishopsgate 4333 (10 lines) Telex: London 8400 Telegrams and Cables: "Jasmine, London"

Changes in Export Licensing for Some Steel

THE BOARD OF TRADE announce that licences will, in future, be required for the export, to all destinations, of all types of pig iron, steel rails, and alloy and non-alloy steel sections, bars and rods. This decision has been made as a result of recommendations by the Iron and Steel Board, to safeguard supplies of steel for the United Kingdom constructional, engineering, and shipbuilding industries.

The Order amending the Export of Goods (Control) (Consolidation) Order, 1956 (S.I. 1956 No. 1702), is the Export of Goods (Control) (Amendment No. 2) Order, 1957 (S.I. 1957 No. 39). This amending Order comes into effect on January 21, and is on sale at H.M. Stationery Office, Kingsway, London, W.C.2 and branches, price 3d. (by post 5d.).

Details of the changes are as follows:

Schedule

In Group 6 (1), *delete* the heading relating to iron, steel and alloys of iron or steel, and the items thereunder, and *substitute* therefor:

Iron, steel, and alloys of iron or steel, being iron, steel and alloys containing by weight more than 55 per cent. of iron, if:

(1) In the following forms:

Angles, channels, tees, joists, girders, beams, pillars, piling sections, and other sectional material (whether fabricated or not) including crop ends, but not including machinery parts	A
Bars and rods, and bar and rod ends of all kinds, including hollow mining drill steel	A
Colliery arches, pit props and parts thereof	A
Header bars of all descriptions	A
Pig iron	A
Plates, including plate work unassembled and plate cuttings	A
Rails of all kinds, including rail crops	A
Seamless or welded casing, drill pipe, line pipe and tubing bearing the American Petroleum Institute monogram	
Wire rods	A
Wire rope, strand and cord, to British Standards Specifications W.10 and W.11; or	

(2) Not containing by weight more than 5 per cent. of nickel but containing one or more of the following constituents in the proportions stated:
(a) 6 per cent. or more by weight of molybdenum;
(b) 3 per cent. or more by weight of molybdenum together with more than 14 per cent. by weight of chromium;
(c) 6 per cent. or more by weight of cobalt;
(d) 0·25 per cent. or more by weight of columbium (niobium) or tantalum,
in any of the following forms:
Billets, blooms and slabs.
Castings and forgings (including drop forgings) in the rough or machined, but not including machinery parts.
Hoop and strip, whether coated or not.
Ingots and ingot discards.
Pipes and tubes.
Sheet bars.
Sheet cuttings.
Sheets, whether coated or not, including sheet work unassembled, but excluding expanded metal, furniture, motor vehicle bodies (other than those specified in Group 17) and perforated sheets having more than 33⅓ per cent. of the area perforated.
Tool-bit blanks.
Tube rounds, squares and hollows.
Welding electrodes and welding rods.
Wire, including stranded wire, wire cable and rope, whether insulated or not; or

(3) Containing one or more of the following constituents in the proportions stated and not falling within head (2) of this item:
(a) 6 per cent. or more by weight of molybdenum;
(b) 3 per cent. or more by weight of molybdenum together with more than 14 per cent. by weight of chromium;
(c) 6 per cent. or more by weight of cobalt;
(d) 0·25 per cent. or more by weight of columbium (niobium) or tantalum;
(e) 35 per cent. or more by weight of nickel;
(f) 35 per cent. or more by weight of alloying elements (other than iron), one of which is nickel;
(g) 6 per cent. or more by weight of nickel in a combined content of 22 per cent. or more by weight of nickel and chromium,
in any of the following forms:

Billets, blooms and slabs	A
Castings and forgings (including drop forgings) in the rough or machined, but not including machinery parts	A
Hoop and strip, whether coated or not	A
Ingots and ingot discards	A
Pipes and tubes	A
Sheet bars	A
Sheet cuttings	A
Sheets, whether coated or not, including sheet work unassembled, but excluding expanded metal, furniture, motor vehicle bodies (other than those specified in Group 17) and perforated sheets having more than 33⅓ per cent. of the area perforated	A
Tool-bit blanks	A
Tube rounds, squares and hollows	A
Welding electrodes and welding rods	A
Wire, including stranded wire, wire cable and rope whether insulated or not; or	A

(4) Containing by weight more than 5 per cent. of nickel in any of the following forms, and not specified in head (3) of this item:

Billets, blocks, blooms, cakes, cubes and slabs	A
Ingots and ingot discards	A
Sheet bars	A
Sheet cuttings	A
Sheets, whether coated or not, including sheet work unassembled, but excluding expanded metal, furniture, motor vehicle bodies (other than those specified in Group 17) and perforated sheets having more than 33⅓ per cent. of the area perforated	A
Tube rounds, squares and hollows; or	A

(5) Not containing any of the following constituents in the proportions stated:
(a) 0·40 per cent. or more by weight of chromium;
(b) 0·40 per cent. up to 5 per cent. by weight of nickel;
(c) 0·10 per cent. or more by weight of molybdenum, tungsten or vanadium;
(d) 10·00 per cent. or more by weight of manganese,
in any of the following forms, and not specified in head (2) or head (3) of this item:

Billets, blooms and slabs	A
Ingots	A
Sheet bars	A
Sheet cuttings	A
Sheets, whether coated or not, including sheet work unassembled, but excluding expanded metal, furniture, motor vehicle bodies (other than those specified in Group 17), perforated sheets having more than 33⅓ per cent. of the area perforated, tinplate, terneplate, blackplate and tinned sheets	A
Tinplate bars	A
Tube rounds, squares and hollows	A

In Group 6 (2), *delete* the item relating to goods wholly or mainly of iron or steel, and substitute therefor:

Goods (subjected to any process of manufacture) wholly or mainly of iron or steel, not elsewhere specified, but excluding ships and ships' hulls	A

'The Day After I Arrived was a Public Holiday

Result: time schedule disorganized, business lost.'

Has this ever happened to you?

It need never happen if, before you set out, you consult the appropriate copy of the Board of Trade series, 'Hints to Business Men Travelling to ———.'

To get a copy, apply to the Directories and Notices Section, Board of Trade, Horse Guards Avenue, London, S.W.1, or Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or any Regional Office of the Board of Trade.

Statistics of British Film Industry (*Continued*)

Table IV. Films registered

Period	British				Foreign				All films			
	3,000 ft. or more		Under 3,000 ft.		3,000 ft. or more		Under 3,000 ft.		3,000 ft. or more		Under 3,000 ft.	
	Number	Length	Number	Length	Number	Length	Number	Length	Number	Length	Number	Length
		Th. ft.		Th. ft.		Th. ft.		Th. ft.		Th. ft.		Th. ft.
Year ended March 31												
1938–39	103	697·7	275	340·5	535	3,488·8	776	891·8	638	4,186·5	1,051	1,232·3
1954–55	150	1,034·8	326	440·8	386	2,833·7	381	396·0	536	3,868·6	707	836·7
1955–56	110	796·6	279	392·7	355	2,723·3	358	353·5	465	3,519·9	637	746·2
1955 July-September	25	171·9	54	69·0	79	615·0	90	83·6	104	786·9	144	152·6
October-December	28	207·0	82	115·6	84	634·8	72	66·6	112	841·8	154	182·2
1956 January-March	30	212·2	71	113·1	91	684·5	118	133·2	121	896·7	189	246·4
April-June	27	210·1	70	103·5	112	877·5	80	79·4	139	1,087·6	150	182·9
July-September	27	188·8	59	64·9	74	542·7	64	74·9	101	731·6	123	139·8

Source: Films Branch, Board of Trade.

Registration of Overseas Mail

THE POSTMASTER GENERAL wishes to remind the public that the registration fee for overseas packets is still 6d.

Special envelopes with the printed heading 'Overseas Registered Letter' are available in two sizes at any Post Office. Inland registered envelopes should not be used for correspondence for abroad.

Chequerboard of the East

So many races . . . so many needs . . . so many markets extending over a vast area of the earth's surface. And there The Chartered Bank operates with knowledge and experience sustained by more than a century of close and intimate contact. Branches of The Chartered Bank are established in most centres of commercial importance throughout Southern and South-East Asia and the Far East. At all these branches a complete banking service is available and, in particular, facilities are provided for the financing of international trade in co-operation with the Bank's offices in London, Manchester and Liverpool, its agencies in New York and Hamburg and a world-wide range of banking correspondents. In London and Singapore the Bank is prepared to act as executor or trustee.

Indian Chessman, part of the set once owned by Clive of India.

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

HEAD OFFICE: 38 BISHOPSGATE, LONDON, E.C.2

New Company Registrations

BELOW are details of new companies registered in Great Britain during December 1956, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	591	591
£1,000 and under £10,000	—	638	638
£10,000 and under £50,000	2	115	117
£50,000 and under £100,000	—	13	13
£100,000 and under £1,000,000	—	4	4
£1,000,000 and above	2	2	4
Total number	4	1,363	1,367
	'000's	'000's	'000's
Total Amount of Nominal Capital	£5,035	£6,112	£11,147

Companies Registered in Great Britain in 1955-56

	1955		1956	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	1,362	6,136	1,320	5,429
February	1,176	5,731	1,310	5,046
March	1,906	10,717	1,864	10,389
April	1,607	6,499	1,664	6,351
May	1,518	7,458	1,465	4,991
June	1,404	10,252	1,547	4,982
July	1,471	12,187	1,389	4,726
August	1,275	6,755	1,330	4,372
September	1,340	22,575	1,183	3,321
October	1,364	4,765	1,519	6,892
November	1,356	14,565	1,428	4,008
December	1,543	7,122	1,367	11,147
Total	17,322	114,762	17,386	71,654

Statistics of British Film Industry (*Continued*)

Table II. Cinemas: summary of admissions and takings, July 1-September 29, 1956 (*a*): analysis by region

Administrative region	Number of cinemas reporting	Admissions			Gross box-office takings		
		Thousands	Percentage change compared with the 3rd Quarter of 1955	Percentage change compared with the 2nd Quarter of 1956	£'000	Percentage change compared with the 3rd Quarter of 1955	Percentage change compared with the 2nd Quarter of 1956
Northern	430	26,483	— 0·3	+ 4·1	2,195	+10·9	+13·0
East and West Ridings	427	26,779	+ 2·3	+ 1·5	2,222	+12·4	+ 7·9
North Midland	308	16,537	— 0·1	+ 1·8	1,605	+ 8·8	+ 7·6
Eastern	221	13,893	+ 4·7	+ 8·3	1,541	+12·6	+13·9
London and South Eastern	623	59,722	+ 0·8	+ 4·8	7,203	+10·5	+13·4
Southern	199	13,526	+ 5·1	+12·0	1,599	+14·1	+20·2
South Western	237	13,409	+ 9·6	+12·2	1,506	+18·8	+20·0
Midland	352	22,493	— 0·8	— 1·1	2,255	+11·6	+ 6·5
North Western	655	43,390	— 2·0	+ 3·4	3,722	+ 8·1	+11·1
Wales	349	16,644	+10·6	+10·4	1,438	+16·2	+15·0
Scotland	576	40,558	+ 2·3	+ 7·7	3,288	+ 8·9	+12·1
Great Britain	4,377	293,434	+ 1·7	+ 5·1	28,576	+11·1	+12·3
Independent Television areas centred on:							
London	559	54,734	..	+ 2·3	6,624	..	+10·5
Birmingham	378	23,880	..	— 1·4	2,354	..	+ 5·3
Manchester	648	42,424	..	+ 0·4	3,614	..	+ 7·5

(*a*) The number of cinemas reporting and total seating capacity are shown below:

	3rd Quarter of 1956	3rd Quarter of 1955	2nd Quarter of 1956
Number of cinemas	4,377	4,478	4,424
Number of seats	4,054,457	4,143,343	4,077,877

Source: Statistics Division, Board of Trade.

Table III. Receipts of entertainments duty from cinemas

Monthly averages — £'000

	Receipts from cinemas making certified weekly returns	Receipts from sales of stamps for cinemas by Customs and Excise Collectors	Total receipts from cinemas
Year ended March 31:			
1938–39	422	46	468
1954–55	2,770	174	2,944
1955–56	2,646	150	2,796
1955 July–September	2,650	149	2,799
October–December	2,544	146	2,690
1956 January–March	2,624	147	2,772
April–June	2,681	143	2,824
July–September	2,920	164	3,084
July	2,430	158	2,588
August	3,451	183	3,634
September	2,879	151	3,030

Source: Customs and Excise.

(*Continued on next page*)

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Hire Purchase Sales Keep in Line with Retail Sales in November

HIRE PURCHASE sales of household goods rose in November in line with the seasonal rise in total retail sales of these goods. The rise was slightly more in the case of furniture (5 per cent.) than in hardware, radio and electrical goods (4 per cent.). This seasonal movement was in contrast to what happened in 1955 when heavy buying in advance of the Autumn Budget reversed the usual trends and resulted in lower sales in November than in October. Hire-purchase sales of household goods in November 1956 were 9 per cent. lower than in November 1955.

The direct hire-purchase business of finance houses fell 10 per cent. in November compared with October, mainly as a result of lower amounts advanced for used cars, commercial vehicles and motor cycles.

The hire-purchase debt was still falling in November, although it fell by a smaller amount than in October. At the end of November it was some 20 per cent. below the level at the end of 1955.

New Series of Index Numbers

Two additional series of index numbers of the value of goods sold on hire-purchase are published for the first time this month: separate series are now given for multiple and independent furniture and furnishings retailers. As the coverage of multiple radio and electrical retailers is not satisfactory, a separate series for these is not given; the series for radio and electrical goods shops relates, as before, to multiple and independent retailers combined. The series for the total of hardware, radio and electrical goods shops has been amended to include gas and electricity showrooms.

Furniture and Furnishings

Hire-purchase sales of furniture and furnishings shops rose seasonally in November, as noticed above. Nevertheless, hire-purchase sales in November this year were still 8 per cent. less than in November 1955, and the proportion of furniture and furnishings sold on hire-purchase (41 per cent.) also remained below the 1955 level (46 per cent.).

Hardware, Radio and Electrical Goods

Hire-purchase sales of hardware, radio and electrical goods shops followed the general trend for household goods, with a seasonal rise in November over October, although the rise, 4 per cent., was slightly less than for furniture and furnishings shops. The level reached was still 14 per cent. lower than in November 1955, even though sales in November 1955 were declining after the heavy pre-Budget buying of the early Autumn.

Hire-purchase sales of radio and electrical goods shops (excluding co-operative societies, which do not report figures for radio and electrical goods separately from hardware) were 3 per cent. higher in November than in October, and 13 per cent. less than in November 1955. The proportion of trade done on hire purchase, which had been increasing in recent months, did not rise further in November; it remained, at 29 per cent., well below the proportion done in November 1955 (35 per cent.).

Finance Houses

The value of new hire-purchase credit extended by finance houses direct to hirers fell 10 per cent. below October, mainly as a result of lower amounts advanced for used cars, commercial vehicles and motor-cycles. The decline in business was due to a fall in the number of agreements contracted rather than in the average credit extended per agreement. Credit extended for new cars increased in November: petrol rationing, which was announced late in the month (21st) is not likely to have greatly affected sales of vehicles in November itself. Higher amounts were also advanced for industrial plant and for household goods, reflecting in the latter case the seasonal rise in retail sales of these goods.

New credit extended by finance houses for all goods in November was 23 per cent. less than in November 1955.

Hire-Purchase Debt

The hire-purchase debt was still falling in November, although it fell by a smaller amount than in October. The slowing up in the rate of fall was mainly due to the rise, largely seasonal, in hire-purchase credit extended for household goods. Although new credit extended by finance houses (mostly for motor vehicles) was generally lower in the autumn than in the summer, new credit extended by retailers (for household goods) has been rising since June. The new credit advanced by retailers and finance houses combined probably reached a rather higher level in October and November than in the summer months, but since repayments – which have not yet shown signs of falling off – were still some £4 million more than new credit in November, the debt continued to decline. At the end of November it was some 20 per cent. below the level at the end of 1955, when it was estimated to be at least £450 million.

Table 1 shows the trends in hire-purchase sales (however financed) of household goods shops. Sales are measured at the retail value of the goods, including deposits. In view of their differing accounting

(*Continued on page* 124)

Household Goods Shops

Table 1. – Index Numbers of Value of Goods Sold on Hire-Purchase per Week

December 1955 = 100

		Year	Jan.	Feb.	March*	April	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
FURNITURE AND FURNISHINGS SHOPS	Total (multiple and independent retailers and co-operative societies)	1955	—	—	—	—	—	—	—	—	—	104	101	100
		1956	70	64	66	66	70	70	71	72	77	88	93	
	of which:													
	Multiple retailers (*a*)	1955	—	—	—	—	—	—	—	—	—	100	99	100
		1956	65	58	67	70	76	77	74	74	80	90	95	
	Independent retailers	1955	—	—	—	—	—	—	—	—	—	118	105	100
		1956	83	74	69	62	65	63	71	74	79	92	95	
HARDWARE, RADIO AND ELECTRICAL GOODS SHOPS	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1955	—	—	—	—	—	—	—	—	—	138	111	100
		1956	68	73	60	56	57	60	59	64	78	91	95	
	of which:													
	Radio and electrical goods shops (multiple and independent)	1955	—	—	—	—	—	—	—	—	—	134	105	100
		1956	62	64	49	43	42	45	47	53	68	89	92	
DEPARTMENT STORES: household goods departments		1955	—	—	—	—	—	—	—	—	—	134	118	100
		1956	68	61	53	63	48	41	58	46	62	72	77	
TOTAL, HOUSEHOLD GOODS SHOPS		1955	—	—	—	—	—	—	—	—	—	119	106	100
		1956	69	67	63	62	64	65	66	67	77	88	93	

(*Continued on next page*)

Hire Purchase Sales (*Continued*)

Table 2. – Hire-Purchase Sales as a Percentage of Total Sales

Per cent.

	Year	Jan.	Feb.	March*	April	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
FURNITURE AND FURNISHING SHOPS . Total (multiple and independent retailers and co-operative societies)	1955	—	—	—	—	—	—	—	—	—	43	46	46
	1956	41	42	38	38	38	39	37	40	40	42	41	
HARDWARE, RADIO AND ELECTRICAL GOODS SHOPS . Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1955	—	—	—	—	—	—	—	—	—	31	29	26
	1956	23	24	21	20	20	21	20	22	24	24	24	
of which:													
Radio and electrical goods shops (multiple and independent) .	1955	—	—	—	—	—	—	—	—	—	37	35	33
	1956	29	31	24	23	22	23	24	25	27	29	29	
TOTAL, HOUSEHOLD GOODS SHOPS	1955	—	—	—	—	—	—	—	—	—	35	33	33
	1956	29	30	27	27	27	27	26	28	29	30	30	

Notes to Tables 1 and 2:
* Average of five weeks.
(*a*) Multiple retailers are defined as those having ten or more branches.

Finance Houses

Table 3. – Index Numbers of Value of New Hire-Purchase Credit Extended Direct to Hirers per Calendar Month

December 1955 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1955	—	—	—	—	—	—	—	—	—	111	104	100
	1956	117	102	107	115	115	106	101	64	64	71	83	
Private cars – used	1955	—	—	—	—	—	—	—	—	—	135	111	100
	1956	118	120	105	123	148	142	142	122	106	124	103	
Commercial motor vehicles – new and used	1955	—	—	—	—	—	—	—	—	—	127	117	100
	1956	126	136	85	84	95	86	77	61	60	79	71	
Motor cycles, side cars, power assisted cycles – new and used .	1955	—	—	—	—	—	—	—	—	—	146	114	100
	1956	107	131	98	126	151	129	124	107	86	104	69	
Caravans – new and used	1955	—	—	—	—	—	—	—	—	—	160	118	100
	1956	92	132	190	197	231	236	253	215	217	202	180	
Farm equipment and tractors	1955	—	—	—	—	—	—	—	—	—	112	105	100
	1956	91	106	76	62	59	69	84	79	63	70	61	
Industrial and building plant and equipment	1955	—	—	—	—	—	—	—	—	—	121	120	100
	1956	123	129	84	68	76	87	83	85	85	83	101	
Furniture, furnishings and floor coverings	1955	—	—	—	—	—	—	—	—	—	114	119	100
	1956	95	91	77	86	87	85	108	79	88	101	109	
Radio, television, musical instruments	1955	—	—	—	—	—	—	—	—	—	123	137	100
	1956	99	97	30	27	25	29	26	34	45	65	77	
Domestic appliances	1955	—	—	—	—	—	—	—	—	—	164	145	100
	1956	111	128	66	80	84	84	74	75	67	94	92	
All goods (including goods not shown above) . . .	1955	—	—	—	—	—	—	—	—	—	125	112	100
	1956	114	117	90	96	108	101	100	81	77	90	86	

Table 4. – Average Value of New Hire-Purchase Credit Extended per Agreement

£

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1955	—	—	—	—	—	—	—	—	—	382	385	393
	1956	400	411	349	370	358	366	361	359	380	348	379	
Private cars – used	1955	—	—	—	—	—	—	—	—	—	223	223	222
	1956	225	225	184	186	185	184	182	177	177	183	186	
Commercial motor vehicles – new and used	1955	—	—	—	—	—	—	—	—	—	471	472	454
	1956	465	509	355	337	329	340	344	294	311	329	337	
Motor cycles, side cars, power assisted cycles – new and used .	1955	—	—	—	—	—	—	—	—	—	85	87	91
	1956	89	93	73	75	74	72	76	69	68	73	67	
Caravans	1955	—	—	—	—	—	—	—	—	—	284	285	289
	1956	292	275	271	279	267	280	285	289	322	302	321	

(*Continued on next page*)

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Hire Purchase Sales (*Continued*)

arrangements, retailers are given the option of either including or excluding credit charges in their figures of hire-purchase sales.

Below are tentative estimates, subject to revision, of the average *weekly* value of goods sold on hire-purchase in December 1955 (£ million):

Furniture and furnishings, 3·2.
Hardware, radio and electrical goods shops, electricity and gas showrooms, 2·1.
Department stores, 0·4 (of which about 0·25 is furniture).
Total, household goods shops, 5·7.

Table 2 shows the relationship between the hire-purchase sales and the total retail sales of the shops concerned.

Table 3 shows trends in the amount of new credit extended each calendar month by finance houses on hire-purchase agreements financed directly by them, that is, agreements which they enter into with hirers, including retailers' customers. This business does not include agreements made between retailers and their customers which have been lodged by them with finance houses for discounting. The credit extended by finance houses is the hire-purchase price of the goods less deposits and includes credit charges.

New hire-purchase credit extended in the *calendar month* of December 1955, by finance houses reporting to the Board of Trade was (£ million):

Private cars (new), 2·82, and (used), 3·45; commercial motor vehicles, 2·93; motor cycles, etc., 0·94; caravans, 0·21; farm equipment and tractors, 0·46; industrial and building plant and equipment, 1·05; furniture, furnishings and floor coverings, 0·35; radio, television, musical instruments, 1·16; domestic appliances, 0·32; and all goods, 14·54.

It must be emphasized that these figures do not refer to all finance houses, but only to those reporting to the Board. However, it is believed that a high proportion of the hire-purchase business of finance houses is covered by the reporting companies.

New hire-purchase credit extended by finance houses for furniture and furnishings, radio, television, musical instruments and domestic appliances, that is, for household goods, are a part of the value of goods sold on hire-purchase by household goods shops (Table 1).

Table 4 shows the average value per agreement of new hire-purchase credit extended each month by finance houses.

Table 5 shows trends in the combined hire-purchase debt owing to retailers and finance houses at the end of each month. The first part of the table shows trends in the value of hire-purchase debt owing to retailers on agreements entered into between customers and retailers. These agreements may be entirely financed by the retailer and held by him or they may subsequently be discounted by a finance house; in either case the amounts outstanding from the customer are included in the figures of debt owing to retailers. The table also shows trends in the value of hire-purchase debt owing to finance houses on agreements entered into between customers and finance houses; excluding, that is, agreements entered into between customers and retailers and discounted by finance houses. The debt owing to finance houses, thus defined, is additive with the debt owing to retailers.

Hire-Purchase Debt

Table 5.–Index Numbers of Value of Hire-Purchase Debt at End of Each Month

December 1955 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
OWING TO HOUSEHOLD GOODS SHOPS													
Furniture and furnishing shops	1955	—	—	—	—	—	—	—	—	—	100	100	100
	1956	95	89	85	83	81	79	78	77	76	76	76	
Hardware shops, radio and electrical goods shops, gas and electricity showrooms	1955	—	—	—	—	—	—	—	—	—	100	100	100
	1956	98	97	95	93	91	89	87	86	85	84	83	
Department stores	1955	—	—	—	—	—	—	—	—	—	96	99	100
	1956	95	93	89	86	83	79	81	79	78	79	79	
Total, household goods shops	1955	—	—	—	—	—	—	—	—	—	100	100	100
	1956	96	93	89	87	85	83	82	80	79	78	78	
OWING TO FINANCE HOUSES	1955	—	—	—	—	—	—	—	—	—	100	100	100
	1956	101	102	100	99	98	97	95	93	90	87	85	
TOTAL HIRE-PURCHASE DEBT	1955	—	—	—	—	—	—	—	—	—	100	100	100
	1956	98	97	93	92	90	88	87	85	83	81	81	

Some figures for October and November 1955 have been revised.

Note on Debt Owing to Retailers: As co-operative societies report only their total hire-purchase debt, their figures are included only in the Total owing to household goods shops and not in the individual kinds of business.

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Output and Employment in Cotton Industry in November

THERE WAS a further rise in the volume of production in the cotton industry in November when output was nearly 3 per cent. greater than in October. Output was slightly less than in November 1955, and in the first 11 months of 1956 was 6 per cent. below the level in the corresponding period a year earlier.

According to figures made available by the Cotton Board the numbers employed in the industry increased by nearly 1,500 during November, due mainly to an increase in the spinning section. For the first time since January 1956 there was an increase in the numbers on firms' books during the month, wholly due to the spinning and doubling sections.

The rate of production of cloth woven by the industry in November was a little less than in November 1955. The production of cotton cloth, however, was higher than a year earlier for the first time since February 1955, apart from July 1956 when the changed incidence of holidays made a comparison with the previous year unreliable. Output during the first 11 months of 1956 was 7 per cent. below the level in the corresponding period of 1955, wholly due to a decrease in cotton cloth.

The rate of output of single yarns in November was a little higher than the previous year but within the total there was an increase of 10 per cent. in production of rayon and mixture yarns which was the highest recorded since May 1954. Production of doubled cotton yarn was 7 per cent. less than in November 1955.

Yarn and Cloth Production

(All figures are weekly averages: *million lb.* for yarn and *million linear yards* for cloth)

	Single Yarn (*a*)			Doubled Cotton Yarns (*c*)	Weaving			
					Cloth Produced		Yarn Consumed	
	Cotton (excluding Waste Yarns)	Cotton (*b*) Waste Yarns	Spun Rayon Yarns and Mixture Yarns inc. Waste		Cotton	Rayon (*d*) and Mixtures	Cotton and Waste	Rayon (*d*)
1950	16·40	1·94	1·89	4·96	40·8	13·6	13·65	4·12
1951	16·63	1·98	2·10	5·27	42·3	14·6	14·10	4·47
1952	11·37	1·58	1·88	3·62	32·5	11·6	10·52	3·58
1953	13·08	1·87	3·03	3·75	35·2	14·5	11·46	4·73
1954	14·23	1·95	2·99	4·19	38·3	15·0	12·31	4·99
1955	12·44	1·94	2·54	3·85	34·3	13·4	10·95	4·56
1955 *Nov.	12·92	2·14	2·92	4·10	34·2	14·5	11·30	4·90
Dec.	11·46	1·90	2·60	3·54	30·2	13·2	10·10	4·50
1956 Jan.	12·31	2·08	2·80	3·83	32·8	14·6	10·95	5·08
*Feb.	12·52	2·08	2·88	3·94	32·4	14·6	10·67	4·97
Mar.	11·86	2·00	2·76	3·78	31·8	14·6	10·59	4·87
April	11·64	2·06	2·84	3·51	31·9	14·6	10·27	4·83
*May	11·63	2·04	2·88	3·54	31·2	14·3	10·03	4·69
June	11·60	2·17	2·83	3·58	33·3	14·8	10·71	4·94
July	9·33	1·78	2·22	2·99	22·3	10·2	7·28	3·50
*Aug.	9·33	1·64	2·59	2·58	28·1	11·7	8·66	3·87
Sept.	11·32	2·04	2·89	3·49	30·4	12·9	9·83	4·33
*Oct.	12·39	2·21	3·16	3·72	33·3	13·7	10·55	4·53
Nov.	12·73	2·20	3·20	3·82	34·3	13·9	11·14	4·78

(*a*) Spun in the cotton industry.
(*b*) Including yarns wholly of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
(*c*) A small quantity of other yarn was also doubled.
(*d*) Including synthetic fibres.
* Average of five weeks

(*Continued on next page*)

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Cotton Output and Employment (*Continued*)

Employment and Machine Activity

	Employment at End of Period (*a*)				Machine Activity – Weekly Averages				
	Number Actually at Work (*b*)		Number 'On Books'		Single Yarn Spindles Running (*d*)		Doubling Spindles		Weaving
	Spinning and Doubling (*c*)	Weaving	Spinning and Doubling	Weaving	Total Mule Equivalent (*e*)	*Per cent. of No. in Running Mills*	No. Running on Cotton	*Per cent. of No. in Running Mills*	Looms Running (*f*)
	Thousands				Millions	*Per cent.*	Millions	*Per cent.*	Thousand
1950	144·8	138·9	157·2	150·7	27·5	*81*	2·75	*80*	305
1951	148·5	141·2	161·9	155·5	27·8	*83*	2·80	*82*	312
1952	115·5	120·3	140·1	138·4	21·1	*63*	1·95	*60*	250
1953	127·4	125·2	142·4	138·1	23·8	*72*	2·16	*69*	271
1954	133·9	128·6	147·1	141·7	24·9	*78*	2·20	*72*	280
1955	117·3	117·7	135·0	133·2	22·2	*72*	1·90	*67*	252
1955 Nov.	120·3	118·8	129·9	127·8	22·4	*74*	1·93	*71*	251
Dec.	114·0	105·9	129·5	126·6	22·1	*73*	1·94	*71*	241
1956 Jan.	119·2	117·4	130·2	126·4	22·1	*74*	1·93	*71*	247
Feb.	118·0	115·3	130·3	125·3	22·1	*74*	1·95	*72*	244
Mar.	118·7	115·8	129·1	124·2	21·9	*73*	1·92	*71*	242
April	118·6	115·8	128·2	123·7	21·7	*73*	1·89	*70*	241
May	116·9	113·9	127·3	122·9	21·6	*73*	1·88	*70*	239
June	96·9	111·9	126·4	121·5	20·6	*70*	1·83	*69*	241
July	98·1	70·4	125·8	120·0	15·7	*54*	1·44	*54*	156
Aug.	114·3	111·2	125·5	119·2	17·8	*61*	1·36	*51*	208
Sept.	114·2	110·3	125·0	118·3	20·7	*64*	1·72	*66*	227
Oct	115·4	110·5	125·3	118·0	21·4	*75*	1·77	*70*	237
Nov.	116·8	110·6	126·1	117·8	21·7	*76*	1·82	*74*	238

(*a*) The yearly figures are averages of the monthly figures. Managerial and office staff are included and part-time workers are counted as halves.
(*b*) The monthly figures refer to the number at work, for however short a time, during the last week of each period, except in the case of December, for which the figures given refer to the last normal week, i.e., the last week in which employment was not affected by Christmas holidays.
(*c*) Covering cotton, waste and spun rayon spinning and doubling.
(*d*) Excluding waste spindles.
(*e*) A ring spindle taken as equivalent to 1½ mule spindles.
(*f*) Producing cloth of cotton, waste and man-made fibres yarn.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Cinematograph Films Acts, 1938 and 1948, during the week ended Monday, January 14, 1957:

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Length (feet)	Date of Registration
		BRITISH			
Keepers of the Mystery	Twentieth Century-Fox Film Co. Ltd.	British Movietone News Ltd.	Br/E 22045	1,401	Jan. 8
Star of Bethlehem	Archway Film Distributors Ltd.	X Productions Ltd.	Br/E 22048	1,600	Jan. 8
The Magic Ring	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.	Br/E 22049	1,375	Jan. 8
Pen Pals	" "	" "	Br/E 22050	2,348	Jan. 8
Beyond the Great Rivers	Arrow Film Distributors Ltd.	The Government of Northern Rhodesia	Br/E 22051	870	Jan. 11
The History of the Cinema	British Lion Films Ltd.	Halas & Batchelor Cartoon Films Ltd.	Br/E 22057	700	Jan. 11
The Girl in the Picture	Eros Films Ltd.	Cresswell Productions Ltd.	Br/E 22060	5,517	Jan. 11
The Seeds of Change	"	Editorial Film Productions Ltd.	Br/E 22061	1,510	Jan. 11
		FOREIGN			
The Desperados are in Town	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corpn.	F 22046	6,404	Jan. 8
The Mail Riders	" "	" "	F 22047	2,306	Jan. 8
Cha-Cha-Cha Boom	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 22052	7,015	Jan. 11
Once Upon A Time	Gala Film Distributors Ltd.	Societe Nouvelle Outremer Films	F 22053	5,544	Jan. 11
Burma Art	" "	UFUS	F 22054	1,534	Jan. 11
Roman Tales	" "	Industrie Cinematografiche Sociali	F 22055	8,842	Jan. 11
Chnouff	" "	J.A.D. Films	F 22056	7,984	Jan. 11
Heaven Sent	Warner Bros. Pictures Ltd.	Warner Bros. Pictures Inc.	F 22058	612	Jan. 11
Baby Doll	" "	" "	F 22059	9,272	Jan. 11
Four Girls in Town	J. Arthur Rank Film Distributors Ltd.	Universal International	F 22062	7,685	Jan. 11
Everything But The Truth	" "	" "	F 22063	7,421	Jan. 11

Br/E indicates that the film is an exhibitors' quota film.

Revised Estimates of Capital Expenditure During Third Quarter of 1956

THERE HAVE been some small revisions – mainly in an upward direction – to the provisional estimates of changes in fixed capital expenditure during the third quarter of 1956 given in an article in the *Board of Trade Journal* on December 29, 1956. The revised estimates, which are based on returns received in response to the Board of Trade's regular sample inquiry, are given in the two tables below.

The increase in manufacturing industry's total expenditure compared with the corresponding quarter of 1955 – 13 per cent. – was only about half the increases during each of the first two quarters of 1956. Three industry groups – motor vehicles, textiles and clothing, and food, drink and tobacco – showed a lower level of expenditure than during the third quarter of 1955 but for the first three-quarters of 1956 as a whole compared with the corresponding period of 1955 only one group – textiles and clothing – showed a decrease in expenditure. For manufacturing industry as a whole, expenditure during the first three-quarters was 22 per cent. higher than the corresponding period of 1955.

The provisional figure of expenditure by shipping companies has been revised and it is now estimated that they spent 2 per cent. more in the third quarter than a year earlier and 5 per cent. more during the first three-quarters. The provisional figure of expenditure by the miscellaneous group of other industries has also been revised and it is now estimated that this group spent 5 per cent. less during the third quarter than a year earlier but 13 per cent. more during the first three-quarters.

Table 1. Quarterly Estimate of Total Fixed Capital Expenditure Compared with Average Expenditure during 1954 = 100 (*a*)

Standard Industrial Classification Orders	Industry	Total expenditure by manufacturing industry in 1954 (*b*)	Average expenditure 1954 = 100						
			1955				1956		
			First quarter	Second quarter	Third quarter	Fourth quarter	First quarter	Second quarter	Third quarter
		£m.							
	Manufacturing industry:								
III	Treatment of non-metalliferous mining products	25·2	89	115	148	153	129	124	150
IV	Chemicals and allied trades	94·9	83	106	109	154	125	142	160
V	Metal manufactures:	71·3	103	108	134	106	116	146	147
	of which, iron and steel	61·6	102	110	137	104	116	140	148
VI, VIII & IX	Metal using, other than vehicles	128·5	116	107	116	160	128	133	141
VII	Vehicles:	48·9	112	141	213	235	188	184	216
	of which, motor vehicles	29·3	132	158	241	248	206	182	214
X & XII	Textiles and clothing	79·9	106	104	119	140	114	108	104
XIII	Food, drink and tobacco	76·1	113	115	135	138	135	138	130
XV	Paper and printing	40·2	121	145	158	177	195	211	214
XI, XIV & XVI	Other manufacturing industries	27·3	120	127	136	161	148	160	150
III to XVI	All manufacturing industry:								
	Plant and machinery	..	103	109	124	144	127	132	142
	Vehicles	..	127	115	132	150	138	137	121
	Building work	..	108	132	163	191	159	185	193
	Total	592·4	106	114	133	154	135	144	150
Part of XIX (*c*)	Shipping (*c*)	(*d*)	111	117	89	107	125	118	91
	Other industries:								
	Plant and machinery	..	111	143	122	150	144	108	96
	Vehicles	..	102	133	132	153	180	133	124
	Building work	..	104	117	129	176	142	138	134
	Total	(*d*)	105	129	128	163	152	134	122

(*Continued on page* 130)

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The non-cinema guide to good fil

IF ANY TWO CRITICS agreed in their list of the five best films of 1956 we might feel more diffidence than we do in offering one that perhaps differs in some respects from all of them. We are not critics. We just make films. Our choice is strictly partial.

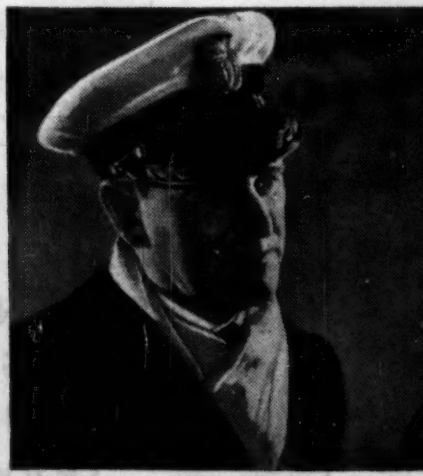
Not being critics is not the same as being uncritical. We have, in fact, rather exacting standards. Have we made this film as well as we know how? Does it do what it set out to do? Is it good entertainment — as measured by the merciless yardstick of the box-office?

By being precisely what they were meant to be — first class entertainment — these five films contribute to the prosperity of the British film industry. And this is part of the prosperity of the country, bringing in foreign currency, helping full employment. Surely everybody wishes it!

Yet the production side of this industry, besides bearing the tax burden common to all industries, must *in addition* see its potential receipts from exhibition cut, by Entertainment Tax, by nearly one third. The best film making, the most massive box-office figures, are powerless to ensure prosperity under these conditions. Fine films will go unmade, dollars unearned, studio productivity will be lower than it could be, while Entertainment Tax remains at 31%. Its reduction is as important to non-cinemagoers as to anyone else.

"The Spanish Gardener" brings the Spain full beauty of VistaVision and Technicolor. favourites, heads a distinguished cast in a pro

"A Town Like Alice" will never be forgotten for the matchless performance of Virginia McKenna as a woman whose courage shone through dark years of hardship and endurance. It is a story that speaks nobly for Britain — and for humanity.



"The Battle Of The River Plate" — hon acclaimed by record-breaking crowds at the confidence of its makers, who travelled half

ıgoer's
ilms

"Reach For The Sky", the life story of Douglas Bader, played by Kenneth More. Over 13,000,000 people in the U.K. alone have already applauded its warmth, its humour, its honesty —and it is destined to inspire millions more as it makes its triumphant progress around the world.

Spain of A. J. Cronin's famous novel to the screen in the color. Dirk Bogarde, one of Britain's top box-office a production of truly international appeal.

"Up In The World" re-affirms Norman Wisdom as the screen's number one comedian in a tailor-made comedy that has the pace, invention and lavish staging that true slapstick demands. It will make the whole world laugh — for Norman speaks an international language.

- honoured as the Royal Performance Film of 1956, t the Odeon, Leicester Square, has fully justified the d halfway across the world to ensure its authenticity.

SPACE RESERVED

for the film we could not afford to make because the money to finance it went in Entertainment Tax.

THE RANK ORGANISATION LIMITED

Revised Estimates of Capital Expenditure (*Continued*)

Table 2. Percentage Changes in Fixed Capital Expenditure Compared with Corresponding Periods of 1955 (*a*)

Standard Industrial Classification Orders	Industry	First quarter of 1956	Second quarter of 1956	Third quarter of 1956	First three-quarters of 1956
	Manufacturing industry:				
III	Treatment of non-metalliferous mining products	+45	+ 8	+ 1	+14
IV	Chemicals and allied trades	+51	+34	+47	+43
V	Metal manufacture:	+13	+35	+10	+19
	of which, iron and steel	+13	+27	+ 8	+16
VI, VIII & IX	Metal using, other than vehicles	+10	+24	+22	+19
VII	Vehicles:	+68	+30	+ 1	+26
	of which, motor vehicles	+56	+15	—11	+13
X & XII	Textiles and clothing	+ 8	+ 4	—13	— 1
XIII	Food, drink and tobacco	+19	+20	— 4	+11
XV	Paper and printing	+61	+46	+35	+46
XI, XIV & XVI	Other manufacturing industries	+23	+26	+10	+20
III to XVI	All manufacturing industry:				
	Plant and machinery	+23	+21	+15	+19
	Vehicles	+ 9	+19	— 8	+ 6
	Building work	+47	+40	+18	+33
	Total	+27	+26	+13	+22
Part of XIX (*c*)	Shipping (*c*)	+13	+ 1	+ 2	+ 5
	Other industries:				
	Plant and machinery	+30	—24	—21	— 7
	Vehicles	+76	+15	— 6	+25
	Building work	+37	+18	+ 4	+18
	Total	+45	+ 4	— 5	+13

Notes to Tables 1 and 2

(a) Based almost entirely on returns received from companies whose securities are quoted on United Kingdom stock exchanges.

(b) From provisional results of the census of production.

(c) These figures are based on expenditure on all capital assets by ship-owning companies making returns (including tanker-owning subsidiaries of mineral oil refinery companies). Almost the whole of this expenditure relates, however, to the purchase of new ships, second-hand ships purchased from companies resident outside the United Kingdom and expenditure of a capital nature on additions, alterations and improvements to existing ships.

(d) The expenditure in 1954 of all companies from which the sample was selected is estimated to have been about £70 million in the case of Shipping, and about £100 million in the case of Other Industries. Estimates of total expenditure in 1954 in these sectors as used in the construction of the national accounts are about £80 million and £300 million respectively.

(e) XVII (building and contracting); part of XIX (transport other than shipping); XX (distributive trades); part of XXI (property owning); XXIV (miscellaneous services).

Stocks of Manufacturing Industry

Final Estimate of Change During Third Quarter of 1956

THE FINAL estimate of the change in the value of manufacturing industry's stocks during the third quarter of 1956, based on returns received from companies contributing to the Board of Trade's quarterly inquiry, is of an increase of 1½ per cent.; this is slightly smaller than the provisional estimate of a 2 per cent. increase given in the *Board of Trade Journal* of December 8, 1956.

The comments in that article on the make-up of this change in the value of total stocks still apply. As there was no change in the value of stocks of finished goods during the third quarter and only a small increase in the value of work in progress, the increase in the total was due largely to an increase in the value of materials and fuel. While most industry groups show only small changes in stocks, a large increase was reported for companies engaged in metal manufacture, a group which includes the iron and steel industry.

Index numbers obtained from the quarterly inquiry of changes in the total value of stocks and work in progress, taking end December 1954 as 100, are:

	End March	*End June*	*End September*	*End December*
1955	106	108	111	113
1956	117	121	122½	

Stocks of Materials Outside Manufacturing Industry

DURING the third quarter of 1956 the aggregate value of recorded stocks of industrial materials, other than foodstuffs and fuel, held outside manufacturing industry (i.e. by importers and merchants and in Government strategic and trading stocks) increased by about 4 per cent. The increase had been provisionally estimated at 2 per cent. (see *Board of Trade Journal* of December 8, 1956). At constant, fourth quarter 1954, prices the increase was 6 per cent. There was a further small reduction in government stocks but increases, probably seasonal, in stocks held by merchants and importers. The value of importers' stocks of timber and of natural rubber rose despite a fall in price of the latter. Merchants' stocks of steel also increased during the third quarter, but copper stocks showed a substantial reduction in value, partly due to lower prices.

The following table shows the quarterly changes in these stocks since December 1955:

December 1954 = 100

	At constant prices	At average c.i.f. prices of preceding quarter
December 1955	97	107
March 1956	88	97
June 1956	83	91*
September 1956	88	95

* Revised figure.

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Forthcoming Government Auction Sales

MACHINE TOOLS and miscellaneous stores lying at Ministry of Supply Sub-Depot, Byley, near Middlewich, Cheshire, and other locations mentioned in the catalogue, to be sold from the New Islington Public Hall, Ancoats, Manchester, on February 5, will include lathes, automatics, grinders, millers, drills, presses, hydraulic saws, power hacksaw, guillotine, threadmills, transformers, electric motors, electrical equipment, fluorescent and other light fittings, electric hoists, cable, plugs and sockets, wave guides, corrugated perspex and asbestos sheets, M.T. spares, motor tyres, bearings, Keelavite motors, air heaters, universal glands, conduit, air compressors, furnaces, salt baths, cooking ranges, plate glass riddles, 'V' belting, nuts, bolts, screws, grease and paint.

Details of this and other sales arranged by the Ministry of Supply will be found in the list below. Catalogues which admit two persons on view days and one person on sale days can be obtained from the auctioneer **(approximately fourteen days prior to the date of sale)**, price sixpence (*Postal Orders only*).

1957	Stores	Main Location	Auctioneer
Jan. 22-24	Vehicles	M.O.S. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson, Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 47271.)
Feb. 5	Machine tools and miscellaneous stores	M.O.S. Sub-Depot, Lily Lane, Byley, Nr. Middlewich, Cheshire. (*Sale at New Islington Public Hall, Ancoats, Manchester.*)	J. H. Norris & Son, 9 Albert Square, Manchester, 2. (Tel.: Blackfriars 8373.)
Feb. 12	Machine tools and miscellaneous stores	M.O.S. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson, Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 47271.)
Feb. 19-20	Machine tools and miscellaneous stores	M.O.S. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell, 10 Lloyd's Avenue, London, E.C.3. (Tel.: Royal 4861.)
Feb. 28	Machine tools and miscellaneous stores	M.O.S. Storage Depot, Rotherwas, Hereford	Russell, Baldwin & Bright Ltd., 20 King Street, Hereford. (Tel.: 4366.)
March 12	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd., Market Square, Bicester, Oxon. (Tel.: Bicester 73.)

The above sales have been previously announced in the Board of Trade Journal.

Air Ministry

GOVERNMENT surplus plant and equipment lying at No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcester, will be sold at Royal Air Force, Hartlebury, on Thursday, January 31, at 11 a.m. The sale by public auction will include: greatcoats, miscellaneous clothing, flying boots, groundsheets, miscellaneous aircraft spares, electrical equipment, rubber dinghies, holdalls, brushes, dry batteries, etc.

Details of this and other sales arranged by the Air Ministry will be found in the list below. Catalogues, which admit two persons on view days and one person on sale days, can be obtained from the auctioneer within ten days of the advertised date of each sale, price sixpence (*Postal Orders only*).

1957	Stores	Location	Auctioneer
Jan. 31	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Kidderminster, Worcs.	Nock & Joseland, Bank, Buildings Kidderminster. (Tel.: Kidderminster 2053 and 4211.)
Feb. 27	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Gloucester.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267.)

The above sales have previously been announced in the Board of Trade Journal.

Ministry of Works

OFFICE FURNITURE and fittings, kitchen equipment, electrical, engineering and builder's supplies will be sold on behalf of the Ministry of Works on Wednesday February 13.

1957	Stores	Location	Auctioneer
Feb. 13	Office furniture and fittings, kitchen equipment, electrical, engineering and builder's supplies.	Ministry of Works, Supplies Division Stores, Water Lane, Clifton, York.	Stephenson & Son, 20 Castlegate, York. (Tel.: York 25533.)

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Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	NAME	SUBJECT-MATTER
	December 31, 1956	
621,786	Fahrni, F.	Methods and apparatus for converting a liquid binding substance to a mass for use in the manufacture of pressed articles.
715,880	Cooke, W. D.	Hydrofoil assemblies and jet propulsion means for boats.
722,228	Cooke, W. D.	Flying machines.
751,977	Cooke, W. D.	Aerodynes.
752,069	Cooke, W. D.	Aerodynes.
	January 1, 1957	
722,882	Aktiebolaget Bofors.	Firearms.
725,967	Aktiebolaget Bofors	Direct action fuzes for projectiles.
730,323	Aktiebolaget Bofors	Fuzes for projectiles.
730,497	Aktiebolaget Bofors	Fuzes for projectiles.
740,184	Aktiebolaget Bofors	Machine laid weapons.
748,209	Aktiebolaget Bofors	Hoist for depth charges.
748,210	Aktiebolaget Bofors	Depth-charge launchers.
	January 3, 1957	
583,726	Hislop, J. H.	Side fire bricks or cheeks.
639,900	Harvel Research Corporation.	Friction elements.
645,203	Harvel Research Corporation.	Synthetic resinous products and methods of producing same.
646,076	Harvel Research Corporation.	Treated soya bean oil and method of treating same.
646,077	Harvel Research Corporation.	Treated cottonseed oil and method of producing same.
650,324	Harvel Research Corporation.	Method of producing formaldehyde condensation products.
697,211	Les Vehicles Guides sur Pneumatiques S.a.r.L.	Control system for regulating speed of vehicles.
703,130	Hansen, K. E. T. H.	Ship hatches.
703,633	Societe d'Electricite Mors.	Remote control and indicating devices.
732,392	Societe 'Rhodiaceta'	Manufacture of new threads based on polyvinyl derivatives
750,272	Drysdale & Co. Ltd., and anr.	Pumping installations for dry docks.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

J. L. GIRLING,
Comptroller-General.

The Patent Office.

Survey of Indian Industry

With its issue of December 29, *The Hindu*, of Madras, published its annual 'Survey of Indian Industry' in two sections totalling 88 pages. The survey contains some 50 authoritative articles, many of them illustrated with photographs, on the progress of India's industrial development. These and advertisements accompanying them bear frequent testimony to the past and present contributions, and future opportunities, of United Kingdom firms. Such subjects as Steel Output, Heavy Engineering, Banking, Oil Exploration and Indo-British Collaboration, for instance, should be of particular interest to British manufacturers.

The London office of *The Hindu* (one of the foremost English-language newspapers in India) is at 2/3 Salisbury Court, E.C.4.

O.E.E.C. Conference on Nuclear Energy for Management

INCLUDED in the papers to be read at the forthcoming Conference on Nuclear Energy for Management, organized by the O.E.E.C. European Productivity Agency, which takes place in Paris from April 1 to 6, 1957, will be several by speakers from the United Kingdom Atomic Energy Authority.

The principal papers will deal with the various types of reactors, the first nuclear power plants (Calder Hall in the United Kingdom, Marcoule in France and Shippingport in the United States), the various elements of nuclear energy costs, special materials and equipment required by the nuclear industry, the present position of national programmes and the action being taken at international level.

These papers, together with a visit to the French Nuclear Research Centre at Saclay, will provide industrialists with information on:

The present stage of nuclear technical development and the progress made in this field;

The economic prospects offered to the European countries and their overseas territories by the development of this new form of energy;

The new problems involved in the construction and operation of nuclear plant, especially for the metallurgical, chemical and mechanical engineering industries;

The opportunities offered by the use of radio-isotopes in industry.

Persons wishing to attend the conference should communicate, as soon as possible, with the Industries and Manufactures Division 2, Board of Trade, Room 1383, Horse Guards Avenue, London, S.W.1. A registration fee of 15,000 French francs will be required by the European Productivity Agency in respect of each participant.

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British Standards

COPIES of the following British Standards are obtainable at the prices stated from the British Standards Institution, Sales Branch, 2 Park Street, London, W.1.

Tensile Testing of Metals

In B.S. 18:1956, the fifth revision of B.S. 180, the aim has been to describe and define all procedures relating to tensile testing which are common practice throughout industry or – in certain instances – within large branches of industry.

A new feature of the standard (price 4s.) is the inclusion of two proportional test pieces. These may be of circular, square, rectangular or hexagonal cross-section, with gauge lengths equal to 4 times and 5·65 times the square root of the cross-sectional area of the parallel portion. They are two of the test pieces recommended by the I.S.O. technical committee on steel.

As in the previous edition, the dimensions of various other test pieces are specified.

Non-proportional test piece A, used chiefly for sheet, plate, strip, flat bars, sections and tubes, has been retained; and there are references to test pieces A1, B, B1, and C, which were specified in the earlier editions.

Requirements are specified for test pieces for tubes. They relate to the testing of the tube whole, or when strips are cut longitudinally or circumferentially from it, or when the test piece is turned from the wall of a thick tube. Test pieces for wire are also dealt with.

A section dealing with standard methods of procedure for tensile testing includes a revised clause on proof stress and new clauses on permanent set stress and proving tests; other clauses deal with yield, tensile strength and percentage elongation.

Terms used in the tensile testing of metals are defined; one of them is 'tensile strength' which has been adopted in place of 'ultimate tensile stress.'

Tyres: Railway Rolling Stock Material

A revised edition of B.S.24: Part 2 dispenses with the previous practice of allotting 'specification numbers' to individual products. It is considered that products can be adequately identified by describing them and by quoting the number, part and section of the standard. The arrangement of the contents is now as follows:

Section One. – Locomotive tyres (previously known as Specification 4, B.S. 24, Part 2).

Section Two. – Carriage and wagon tyres (previously known as Specification 5 and 5A, B.S. 24, Part 2).

Each section includes requirements for quality of material, methods of selection for test and methods of test. An appendix gives details of the form of tensile test piece, together with an illustration. The drop test has been eliminated. As far as possible the contents of the standard have been aligned with current British Railways practice.

Requirements for a new class of tyre which will stand up to heavy braking on severe gradients and rough roads are included in both sections of the standard. It is hoped that this new feature will assist exporters to gain an entry into oversea markets requiring tyres with these special qualities. Price 3s. 6d.

Asbestos Cement Pressure Pipes

The increased availability of asbestos, and improvements in the qualities provided, have made it possible to specify, in a revision of B.S.486, a reduced wall thickness for asbestos pressure pipes – whilst still retaining a high factor of safety.

Some simplification has also been effected by standardizing in the smaller diameters a single thickness for more than one class of pipe; e.g. in the 2 ins. dia. pipe the thickness is the same for all four classes, and for the 3 ins. dia. it is the same for classes A and B, and for C and D.

In this revision the efficiency of the tests has been considered and, as a result, some additional tests have been added, e.g. tests for water absorption, bending, crushing and solubility in acid. (The bending and crushing tests are optional.)

The collars or other connecting devices have been dealt with in greater detail than previously, and requirements for any form of rubber joint ring are given. Requirements are given for a suitable coating solution for both pipes and jointing collars.

An Appendix gives a series of precautions which should be observed when attaching ferrules to asbestos cement pipes in order to avoid undue weakening of the pipe. A note on the jointing of the pipes is also included.

For the first time metric tables are given, in addition to the inch measurements, for the thickness and the external and internal diameters. It was considered that these tables might assist purchasers overseas. Price 4s.

Papers for Electrical Purposes

Because of the urgent need at the time for a British Standard for insulating papers, the first edition of B.S. 698 was published in 1936 without waiting for the results of some experimental work then being done by the Electrical Research Association. This work was interrupted by the war, but has since been completed, and the British Standard has now been revised in the light of the conclusions reached, and of a further study of the needs of the electrical industry.

The requirements of the new edition are generally similar to those of B.S. 698:1936, but many changes in detail have been made and the opportunity has been taken to adopt wherever possible methods of test recommended by the Technical Section of the British Paper and Board Manufacturers' Association.

The standard deals with a wide variety of papers, and for some properties it is necessary for the purchaser to state his requirements within the range specified in the standard. Price 7s. 6d.

Soiled Dressings Containers for Hospital Operating Theatres and Wards

B.S. 2798 has been added to the series published during the past few years on tubular-framed equipment for hospitals. The standards are based on the recommendations of the Hospital Equipment Standards Advisory Committee of B.S.I. and are prepared by a technical committee representative of medical and nursing interests and manufacturers of hospital equipment.

The standard specifies the materials, dimensions and constructional requirements for soiled dressings containers of two patterns. The first, consisting of a bowl fitted to a low stand mounted on three castors, is intended primarily for use in hospital operating theatres; the second, comprising a pail fitted to a taller stand, also on three castors, is recommended for ward use.

As either type may be used in the vicinity of explosive anaesthetic gases, anti-static castors are specified as a precaution against risks arising from the discharge of static electricity. Price 3s.

Power-driven Rail-mounted Tower Cranes

B.S. 2799 is one in the series applying to cranes of different types, the object of which is to ensure that the cranes embody such fundamental principles of design as are essential to secure reliability and safety in operation.

The standard applies to power-driven cranes of the tower type when mounted on rail wheels, whether or no the travelling motion is power-driven, and whether or no the jib can be derricked. It includes requirements for cranes in which, under out-of-service conditions, the effective span of the supporting base is increased by the use of outriggers, jacks or blocks, provided that they form a permanent part of the crane structure. There are illustrations showing examples of these types of crane.

Detailed requirements are specified for the design of the crane structure and – as in other British Standards for cranes – hoisting equipment, brakes, electric motors, controllers and protective gear are dealt with; and requirements are specified for the performance testing of completed cranes.

The appendices include a list of British Standards for materials and equipment suitable for use in the manufacture of the crane, a list of Acts, Regulations and Orders affecting cranes in the United Kingdom, and notes concerning the track upon which the crane is intended to travel. Price 7s. 6d.

Glossary of Terms Relating to Silk

B.S. 2804 marks another step in the provision of terminology for describing textile products. The glossary contains a set of basic terms and definitions for describing silk fibres, yarns and fabrics. In

addition to defining such items as 'silk,' 'nett silk,' 'silk waste,' 'spun silk' and 'Schappe silk,' it establishes – permanently, it is hoped – the meanings of three descriptions often applied too loosely in the past. These are: 'All silk,' 'Pure silk' and 'Pure dye silk.'

'It is hoped,' reads the foreword to the glossary, 'that the meanings given will be adopted in textile trading generally and that the standard will take its place in the wider scheme for establishing standard textile terminology.'

The Glossary has been prepared in collaboration with the Terms and Definitions Committee of the Textile Institute. Price 2s. 6d.

Weights of Sail Canvas

Although the canvas dealt with in this new British Standard, B.S. 2807, is nowadays only rarely used for sail making, it still has nautical applications in boat and hatch covers and ships' awnings. It is also sometimes used in the manufacture of sports equipment such as boxing gloves and punch balls.

The standard specifies the numerical designations by which different canvases are known and prescribes a standard weight for each 'number.' The requirements were drafted originally to clarify the position regarding the weights of the different 'numbers' in use in the Mercantile Marine.

Since the days of sailing ships conditions have changed so greatly that some confusion and misunderstanding has arisen about the various numbers and weights available. The producing organizations have accordingly specified standard weights for different types of canvas which are now generally acknowledged and are embodied in this specification for the convenience of both suppliers and purchasers. Price 2s. 6d.

Quantitative Analysis of Intimate Mixtures of Secondary Cellulose Acetate with Certain Other Fibres

B.S. 2792 is based on Textile Institute Tentative Standard No. 33. It specifies a procedure for the quantitative analysis of intimate mixtures of fibres of secondary cellulose acetate with cotton, wool, nylon, polyesters and viscose rayon; the anlysis is to be carried out after the removal of any added matter.

The term 'intimate mixtures' refers to mixtures of *fibres*, such as may be found in a blended yarn.

The standard has been issued in view of the increasing use of fibre blends in the textile industry. It is hoped that it will be of assistance in assessing quantitatively the fibres present in a given mixture assuming that they have first been identified. Price 2s. 6d.

Identification of Fibres Blended with Wool Binary Mixtures only

B.S. 2793 is based on Textile Institute Tentative Textile Standard No. 34 and provides a procedure for identifying certain fibres when blended with wool.

It has been issued in view of the growing practice of mixing wool with other fibres, particularly man-made fibres. The publication of standard procedures for identification will, it is hoped, be of direct assistance to industry.

The technique is limited to binary mixtures of wool and of fibres available in staple form for processing on woollen or worsted machinery. Thus it is applicable to the following fibres: cotton, silk, viscose rayon, cuprammonium, secondary cellulose acetate, cellulose triacetate, regenerated protein, acrylic (such as Orlon), calcium, alginate nylon, and polyester (such as 'Terylene').

This publication is the first in what it is hoped will be a series of standards of this type. Ternary (threefold) mixtures will form the subject of a later standard in the series. Price 2s. 6d.

Weft Pirn Collecting Boxes

B.S. 2801 forms parts of a series of standards being prepared by the Textile Machinery Industry Standards Committee of the B.S.I. It specifies a range of seven widths of weft pirn collecting boxes suitable for looms weaving cotton, wool, worsted, jute, linen and all man-made fibres.

The standard also specifies certain basic dimensions for the manufacture of weft pirn collecting boxes in wood, metal, compressed paper, vulcanized fibre, ebonite or other suitable materials.

It is hoped that as a result of the publication of B.S. 2801 manufacturers of looms and winding machinery will arrange for their machines to accommodate the new standard collecting boxes.

Particular attention has been given in the standard to the accommodation of the weft pirns in B.S. 2098: Parts 1 and 2. Price 2s. 6d.

Artists' Water Colour Brushes for Local Authorities

Water colour brushes as used in schools are the subject of this new British Standard – B.S. 2808 – which has been based on proposals made by the B.S.I. Local Authorities Standards Advisory Committee and developed in collaboration with manufacturers.

Not only does this specify dimensions and size designations for round hog bristle fitches and for brushes with round section ferrules ('pencils') but requirements for their manufacture and identification marking and for the description of fillings are also laid down.

Illustrations have been provided to indicate the types of brush and size ranges available.

The Committee responsible for the standard has acknowledged that it does not provide a complete range of water colour brushes, but it is believed the specifications will be of some help to supplies officers in their purchasing arrangements, and to manufacturers by enabling them to concentrate their production on standard items. Price 3s.

Steel Boilers (Solid Fuel Fired) and Sterilizing Plant for Milk Utensils for Use on Farms

Part 1 of B.S. 2809 specifies requirements for solid fuel fired steel boilers for use on farms and designed for supplying steam for sterilizing milk utensils at a working pressure of not more than 15 lb./sq. in. gauge. The standard is intended to assist the manufacturer without unnecessarily restricting progressive design, and to safeguard the purchaser by ensuring that equipment will give reliable performance and be accepted for insurance. Provision is not made for flash steam boilers of the heat storage type.

Part 2 specifies requirements for (a) sterilizing chests for use with an independent boiler and designed for sterilizing milk utensils at atmospheric pressure; and (b) steaming tools for use during the sterilization of milk cans.

The foreword emphasizes that the sterilizing chest is designed to operate at atmospheric pressure and that it is essential, for safe operation, for the vent to be maintained unrestricted. Price 5s. each.

Dimensions of Glass Milk Bottles of Aluminium Cap Type (Other than Bottles for Sterilized Milk)

B.S. 2812 specifies the dimensions of glass milk bottles of the aluminium foil cap type (other than bottles for sterilized milk) for half a pint, one pint and one quart.

Provision is made for milk bottles with locking rings of nominal external diameters of 35, 36, 38, 40 and 44 mm.

Recent years have shown rapid progress in the design of washing and filling machinery, which has been developed to a high standard of precision; it is thereby clearly indicated that to enable the full benefits to be obtained from modern precision types of bottling equipment it should be possible for such equipment to be manufactured to handle bottles of standardized dimensions rather than for each machine to be specially adapted for each individual user.

It is hoped, therefore, that adoption of this dimensional standard will assist bottle manufacturers, dairy machinery manufacturers, and particularly dairymen, by achieving simplification in the production of bottles and dairy machinery.

Further consideration is also being given to the introduction of dimensional standards for third-pint milk bottles and for sterilized milk bottles. Price 3s. 6d.

Solvents and Allied Products

The B.S.I. has just issued the first four of a series of revisions of standards for solvents and allied products: all those standards in the series which are now five or more years old are either in course of revision, or their revisions are about to be started.

Changes in the specification limits reflect improvements in the qualities of material now available and considerable clarification has been achieved in the details and presentation of the test methods.

The Standards are: Ethanol (B.S. 507: 1956); *n*-Butanol (B.S. 508: 1956); *n*-Butyl acetate (B.S. 551: 1956); and Ethyl acetate (B.S. 553: 1956). Price 3s. each.

OVERSEAS ECONOMIC SURVEYS

Written by the resident Commercial Diplomatic Officer or United Kingdom Trade Commissioner, these reports cover the economic and commercial field – finance, trade, industry, production, statistics, legislation, resources, etc. Full information is given concerning the types of goods in demand and attention is drawn to developments in production and other factors that affect or are likely to affect the export trade of the United Kingdom.

LIST OF SURVEYS IN THE SERIES

ARGENTINA (May, 1956)	5s. 0d. (5s. 4d.)
AUSTRALIA (November, 1954)	7s. 6d. (8s. 0d.)
BELGIUM AND LUXEMBOURG (March, 1953)	3s. 6d. (3s. 9d.)
BOLIVIA (December, 1955)	2s. 6d. (2s. 8d.)
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GREECE (June, 1956)	4s. 6d. (4s. 10d.)
GUATEMALA (March, 1956)	1s. 6d. (1s. 8d.)
HAYTI (August, 1956)	2s. 6d. (2s. 8d.)
HONDURAS (June, 1954)	1s. 3d. (1s. 5d.)
INDIA (September, 1952)	11s. 0d. (11s. 11d.)
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JAPAN (August, 1952)	4s. 6d. (4s. 10d.)
LIBYA (December, 1955)	3s. 0d. (3s. 3d.)
MALAYA (March, 1951)	6s. 6d. (6s. 10d.)
MEXICO (April, 1956)	5s. 6d. (5s. 11d.)
NETHERLANDS (July, 1949)	2s. 0d. (2s. 2d.)
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NORWAY (July, 1949)	1s. 6d. (1s. 8d.)
PAKISTAN (May, 1954)	10s. 0d. (10s. 8d.)
PANAMA (January, 1955)	1s. 6d. (1s. 8d.)
PARAGUAY (June, 1952)	2s. 0d. (2s. 2d.)
PERU (July, 1955)	3s. 6d. (3s. 9d.)
PORTUGAL (June, 1954)	4s. 6d. (4s. 10d.)
PORTUGUESE EAST AFRICA (January, 1955)	2s. 6d. (2s. 9d.)
PORTUGUESE WEST AFRICA (June, 1953)	2s. 6d. (2s. 8d.)
FEDERATION OF RHODESIA AND NYASALAND (May, 1954)	5s. 0d. (5s. 6d.)
SPAIN (May, 1951)	7s. 6d. (8s. 0d.)
SWEDEN (December, 1953)	6s. 6d. (7s. 0d.)
SWITZERLAND (July, 1954)	4s. 6d. (4s. 10d.)
TURKEY (April, 1950)	4s. 6d. (5s. 0d.)
UNION OF SOUTH AFRICA (December, 1953)	4s. 6d. (4s. 10d.)
U.S. AMERICA (December, 1955)	7s. 6d. (8s. 1d.)
URUGUAY (May, 1954)	3s. 6d. (3s. 9d.)
VENEZUELA (August, 1954)	3s. 6d. (3s. 9d.)

Prices in brackets include postage

A standing order for the complete series should be accompanied by a deposit of £3 (three pounds); but it should be noted that this is a deposit only and does NOT entitle the depositor to all the surveys without further payment.

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New Overseas Standards

COPIES of the following Overseas Standards are available to members of the British Standards Institution on loan, or may be purchased on application to the Sales Branch of the B.S.I. at 2 Park Street, London, W.1.

Australia

Standards Association of Australia

SAA

A 85 Cutting edges for dozers and scrapers.

Canada

Canadian Standards Association

CSA

A 8 Masonry cement.
C 128 Asbestos-cement conduit.

Canadian Government Specifications Board

1-GP-41A Enamel: exterior, linseed oil type, solid colours.
1-GP-47 Paint: obliterating.
1-GP-66 Enamel: rubber type, interior and exterior for concrete floors.
1-GP-73A Enamel: exterior and interior, for wooden floors.
1-GP-81A Primer: alkyd, air drying and baking types (for metals).
1-GP-88A Enamel: alkyd, air drying and baking, gloss.
1-GP-101 Enamel: alkyd, semi-gloss.
3-GP-366 Oil: lubricating, supercharged diesel engine (grade 30)
3-GP-853 Oil: lubricating, instrument, jewelled bearing.
15-GP-31 Sodium hypochlorite.
25-GP-6A Polish: metal, liquid.
39-GP-24 Trammels and trammel points.
51-GP-6 Cement: insulating.
51-GP-7 Cement: finishing.
51-GP-8 Asbestos cloth and twine for use with thermal insulation.

United States of America

National Electrical Manufacturers Association

NEMA

CP8 Fixed paper dielectric capacitors for energy storage use.
HRF2 Household electric refrigerators (mechanically operated).
VF 5 Silicone varnished glass fabric.

France

Association Française de Normalisation

AFNOR

B 54-002 Wood: classification of solid chestnut flooring strips.
C 28-900 Sheet-iron for magnetic circuits: specifications.
Domestic kitchen utensils of aluminium and aluminium alloy sheet:
D 21-302 Stewpans.
D 21-303 Deep frying pans.
D 21-305 Cooking pots.
D 21-306/7 Frying pans.
D 21-309 Preserving pans.
D 21-310 Meat tins.
D 21-312 Stepped lids, with knob, loop handle or straight handle.
D 21-401 Flat-base stewpans.
D 21-402 Flat-base deep frying pans.
D 21-403 Flat-base general purpose pans.
D 21-404 Flat-base cooking pots.
D 21-405/6 Flat-base frying pans.
D 21-442 Characteristics of the metal used in the manufacture of kitchen utensils.
D 66-301 Kitchen furniture and fittings: general characteristics.
F 01-079 Rectangular section fixing ring for railway tyres.
Railway materials:
F 03-011 Bolts: 90° raised countersunk heads, nicked two sides, pointed end. Dia. 4 and 6 mm.
F 13-002 Stop-cock for end of 50 mm. heating pipe: overall and interchangeability dimensions.
F 13-007 Stop-cock for end of 50 mm. heating pipe: connector parts.
F 31-004 Hooks for hanging route plates and advertisement plates.
F 50-013 Clips for fixing rails to metal sleepers, standard and metre track.
F 50-403 Standard railway track: fixing of 20, 26, 30, 36, 46, 50 and 55 kg. rails to metal sleepers and location of clips to suit variations in gauge.
F 50-404 Standard railway track: piercing of metal sleepers, dimensions and tolerances.
F 50-702 Metre railway track: fixing of 20, 26, 30 and 36 kg. rails to metal sleepers and location of clips to suit variations in gauge.
F 50-703 Metre railway track: piercing of metal sleepers, dimensions and tolerances.
F 76-013 Handles for sundry tools for railway track use.
F 76-020 Bit-braces for chairs for wooden railway sleepers.
Shipbuilding:
J 31-530 Circular manhole (inspection) covers, not watertight, for decks.
J 31-532 Circular manhole (inspection) covers, watertight, for decks.
J 37-230 Warping bitts and guides for hawsers, general specification.
J 37-232 Warping bitts, assembly.
J 37-233 Roller warping bitts, separate sole plates.
J 37-234 Roller warping bitts, axle for separate sole plate.
J 37-235 Roller warping bitts, cast integral axle and sole plate.
J 37-236 Roller warping bitts, roller.
J 37-237 Roller warping bitts, axle for mounting on bearers.
J 37-238 Roller warping bitts, bronze rings.
J 37-244 Warping bitts, cast iron or cast steel bitt.
J 37-246 Warping bitts, cast iron or cast steel single cleats.
J 37-248 Warping bitts, cast iron or cast steel double cleat.
J 37-250 Warping bitts, bronze double cleat.
J 37-260 Hawser guides, assembly.
J 37-262 Hawser guides, roller and cleat, assembly.
J 37-263 Hawser guides, cleat for horizontal roller.
J 37-264 Hawser guides, roller bracket.
J 37-265 Hawser guides, details of vertical and horizontal rollers.
S 61-221 Firefighting equipment: water-supply indicator plates.
U 12-002 Rim sections for pneumatic-tyred agricultural tractors and motor cultivators.

Holland

Hoofdcommissie voor de Normalisatie in Nederland

NI

409 Fire hose couplings.
1305 Metric fine screw thread. Diameters from 1 up to and including 110 mm.
1933 Metal pallets.
1935 Frames for pallets: 80 × 100 cm. and 100 × 120 cm.
3160 Directions for fitting low voltage cables in junction and dividing boxes and in end-sleeves.

Publications Received

Income Tax and Profits Tax

'Spicer and Pegler's Income Tax' was a slender volume when it appeared first in 1907. The twenty-second edition of it now issued by H.F.L. (Publishers) Ltd., of 10 Earlham Street, London, W.C.2, at 30s., is a book of nearly 700 pages and, like several of its recent forbears, is called 'Spicer and Pegler's Income Tax and Profits Tax.' Mr. H. A. R. J. Wilson continues to be responsible for its compilation and revision after 28 years' continuous work on it, and he maintains the tradition of lucid writing on a highly complex subject, keeping pace with its changes and chances down to the Finance Act of 1956. 'Much deliberation,' he says, 'has been necessary to sift the more important from the less important in order to confine the book to a reasonable size.'

French Foreign Trade Directory

Excellently produced as usual, the seventh (1957) edition of the *Repertoire National du Commerce Exterieur* has nearly 1,500 large pages of classified information on the export industries, agencies, air and sea facilities and kindred matters in France and French Africa. Some sections of the book have been recast for easier reference by foreign buyers, and the itemized list of products (in four languages) has been sub-divided with the same motive.

M. Guy Mollet, the French Premier, and M. Jean Masson, State Secretary for Economic Affairs, contribute prefaces and M. Andre Siegfried of the French Academy outlines the development of his country's foreign commerce during the last 50 years. The Comite d'Action et d'Expansion Economique provide introductions for each of the production subdivisions.

The directory is obtainable from the Union Francaise d'Annuaires et de Propagande, 166 Boulevard Saint-Germain, Paris (6e).

High Conductivity Copper Alloys, published by the Copper Development Association, 55 South Audley Street, London, W.1., deals with four copper alloys – cadmium copper, chromium copper, silver copper, and tellurium copper – which have many applications in the electrical industry. The composition, production, physical and mechanical properties of each alloy are discussed. There are twenty-five useful tables, as well as equilibrium diagrams, and photographs illustrate typical applications of the four alloys. The booklet is obtainable free on request to the publishers.

Guide to Restrictive Trade Practices Act

'The Secretary's Guide to the Restrictive Trade Practices Act, 1956,' by Lord Meston, Barrister-at-Law, has been published by the Corporation of Secretaries, Devonshire House, 13 Devonshire Street, London, W.1, price 12s. 6d. including postage.

The guide was prepared by Lord Meston for the Corporation of Secretaries and is intended for company secretaries and others who are called upon to assimilate the provisions of the Restrictive Trade Practices Act. It includes an introduction outlining in general terms the nature and purposes of the provisions of the Act, and sets out the text of the Act with an explanatory commentary.

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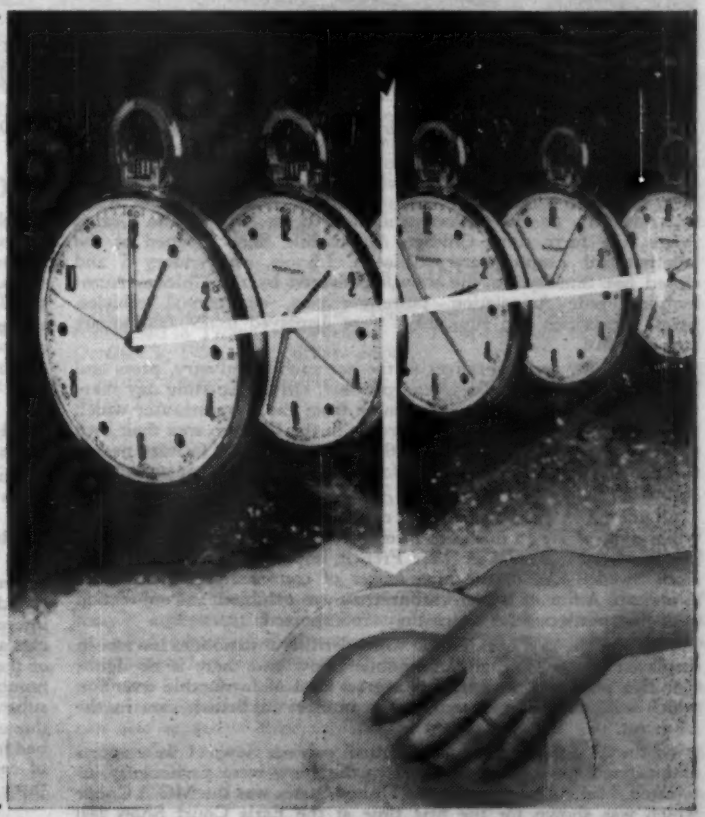

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Overseas Trade Section

British Cars' Promising Entry at Chicago Show

Part of the display of British cars at the 1957 *Chicago Automobile Show.*
Photo by Toivo Kaitila, Chicago.

From the British Consulate-General in Chicago

CLAIMED TO BE the largest exhibition of its kind in the United States, the forty-ninth Chicago Automobile Show opened at the International Amphitheater, Chicago, Illinois, on January 5 and closed last Sunday. At the show, sponsored by the Chicago Automobile Trade Association, passenger cars, commercial vehicles, parts, accessories and equipment were displayed in 290,000 square feet of space.

Over 24,000 representatives of the automobile industry, press and public officials attended a special preview. On the opening day there was a two-hour television programme from the Amphitheater which gave hundreds of thousands of viewers in the Chicago area their own preview of the exhibits. During the first day 53,000 visitors passed through the turnstiles and on the following day an all-time attendance record of 78,000 was set.

Of the 32 makes of passenger cars exhibited, 19 were American, while eight of the 13 makes of foreign cars were British. Of the other five imported makes, three were French, one from Germany and one from Sweden. All of the nine makes of commercial vehicles were American. A line of British carburettors was exhibited in conjunction with the sports cars for which they are imported.

This was the first occasion on which British automobiles have been displayed at the Chicago Automobile Show and there is no doubt that this participation attracted a great deal of favourable attention which will lead to increased public interest in British cars in the Midwest.

Of the 24 different models of British cars on view, 11 were sports and racing cars in which visitors to the show were particularly interested. Making its debut in the United States was the MG A Coupe which was shown for the first time at the Earls Court Show last October. The MG A Open Tourer was also shown along with the Austin Healey and the Bristol 405 Sedan. The Arnolt Bristol racing car made especially for S. H. Arnolt Inc., of Chicago, also drew enthusiastic praise. Three versions of the Morris Minor were shown – the Tourer, the 2-door and the 4-door models.

Jaguar were represented by the Mark VIII Sedan, the 3½ litre drop-head Coupe with Borg Warner automatic transmission and the 3½ litre M.C. Roadster. The new Sunbeam Rapier Coupe de Sport with two-tone colours was the subject of many questions, as were the four Hillman models in the Rootes Group exhibit. Two models of the Hillman Minx Sedan in different colours were shown with the Minx Open Tourer and the Husky Station Wagon.

The Nash Division of American Motors Corporation included two types of the British-made Nash Metropolitan in their display. These were the Metropolitan hard-top Sedan and the Metropolitan convertible Tourer.

In the past the majority of British car sales in the Midwestern States have been of sports cars but with the introduction of newly styled passenger cars in two-tone colours, the public is evincing interest in their petrol mileage, and the low prices at which these cars are available. Many visitors praised the workmanship and quality of the cars displayed and the local dealers in attendance reported a number of orders taken during the opening days of the show and a substantial number of good prospects which should produce sales in due course. It was indicated that improved deliveries in recent months had helped to raise the sales volume in 1956. A distributor of one make of car indicated that his sales volume for the past 12 months was three times that for any previous year.

(Continued at foot of next page)

International Trade and Financial Arrangements

Argentina and Uruguay

A TREATY of Friendship and Commerce and a Payments Agreement between Argentina and Uruguay were signed in Montevideo on December 14, 1956. The Treaty, which is in general terms, provides for reciprocal most-favoured-nation treatment in respect of customs duties, etc. It is to remain in force initially for ten years from the date of ratification.

The Payments Agreement, which provides for payments between the two countries to be effected in United States dollars, is to enter into force fifteen days from the date of ratification, and to remain valid for a period of one year, subject to extension by tacit renewal for periods of one year, unless either party desires to terminate it with not less than three months' notice.

An English translation of the Treaty and the Agreement may be inspected at the Export Services Branch, Board of Trade, Lacon House (Room 729), Theobalds Road, London, W.C.1.

Brazil and Paraguay

A TREATY of Commerce and Investment, together with a Supplementary Agreement on Frontier Trade, was signed recently at Asuncion between Brazil and Paraguay.

The treaty, which is in general terms, provides for reciprocal most-favoured-nation treatment in respect of customs duties and other taxes. It enters into force on the date of exchange of instruments of ratification and will remain valid initially for a period of five years. It may be denounced at any time by either party, but the denunciation will only come into effect six months after its notification to the other party.

The agreement on frontier trade will enter into force on ratification, and is valid for two years, with automatic tacit annual extension, and can be terminated at three months' notice.

An English translation of the treaty and an English summary of the frontier trade agreement may be inspected at the Export Services Branch, Tariff Section, Board of Trade, Lacon House, Theobalds Road, W.C.1.

Israel and Norway

THE TRADE AGREEMENT signed between Israel and Norway in Oslo on April 5, 1955, has been renewed for a period of one year from November 1, 1956.

The lists of goods to be exchanged which were attached to the original agreement and totalled N.Kr.34·7 million in value, have been replaced by new lists totalling N.Kr.28·1 million. Israeli exports to Norway will include citrus and citrus by-products, ready-made clothing and other textiles, automobiles and spare parts. Norwegian exports to Israel will include fish and fish products, chemical products, paper and cardboard.

A copy of the full lists of goods to be exchanged may be seen on application to Export Services Branch (Tariff Section), Board of Trade, Room 602, Lacon House, Theobalds Road, London, W.C.1. (Tel.: Chancery 4411, Extension 276/679).

Chicago Automobile Show *(Continued)*

In previous years shortage of space had made it difficult for the organizers to include foreign car exhibits. In the coming year an additional building at the Amphitheater will be available and the organizers look forward to continued and increasing participation by British car manufacturers. The display of British cars at the Chicago Automobile Show will, it is hoped, increase their sale in the Mid-western States where the volume of acceptance has hitherto not been as high as on the East and West coasts of the United States. From the comments of dealers in attendance, there would seem to be every reason to believe that the British cars shown scored a hit with the public and considerably increased sales were predicted.

Pakistan and Austria

A TRADE AGREEMENT between Pakistan and Austria was signed in Karachi on December 24, 1956.

The principal items Pakistan will import from Austria include pig iron, aluminium and aluminium alloys, asbestos sheets, building and engineering materials, machinery and millwork, diesel tractors, chemicals, photographic instruments, etc. Exports from Pakistan will include jute, cotton, hides and skins and certain manufactures thereof, sports goods, santonin, etc.

The agreement is initially valid for a period of one year from the date of signing.

Switzerland and Finland

AN AGREEMENT modifying the Trade Agreement between Switzerland and Finland of October 15, 1955, has been signed in Berne.

New lists of goods replacing those annexed to the old Agreement have been agreed. Swiss exports to Finland will include textiles, precision instruments, watch makers instruments and chemical products. Finnish exports to Switzerland will include furs and skins, timber and timber products, paper and cardboard.

The Agreement which entered into force on November 3, 1956, will be valid until December 31, 1957.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade (Tariff Section), Room 729, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Extensions 370, 371.)

Japan and Finland

THE JAPANESE Ministry of Foreign Affairs have announced an agreement between the Governments of Japan and Finland to terminate on March 31, 1957, the memorandum, signed on December 24, 1952, governing trade and payments between the two countries.

The new agreement is said to provide for trade between the two countries to be conducted on the basis of cash payments in sterling. The open account payments formula provided for in the memorandum of December 24, 1952, will not, however, be finally wound-up until the end of September 1957.

Italy and Albania

THE APPLICATION of the Italo-Albanian Trade Agreement, contracted in Tirana on December 17, 1954, has been extended from October 1, 1956, until further notice.

A previous notice appeared in the *Board of Trade Journal* on December 3, 1955.

Foreign Investment in Iran

A LAW and regulations concerning the encouragement and protection of foreign capital investment have been approved by the Iranian Parliament.

The law and regulations provide that foreign investors whether of money, equipment or services, be given the same rights as Iranians in regard to taxation and protection of property, and fair compensation is guaranteed by the Government in the event of expropriation.

There is no limitation on profits and these can be re-invested in Iran, in which case they will be regarded as capital. Foreign investors can also repatriate their capital and net profits.

The full text of the law and regulations may be consulted in Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. Telephone: Trafalgar 8855, Ext. 2600.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., which have been issued by the Board of Trade, Export Services Branch, to subscribers to the Special Register Information Service.

The subscription to the Information Service is £2 10s. a year and membership is open to United Kingdom manufacturers and exporters.

Intending subscribers can obtain a copy of any particular Special Circular listed and a membership application form from the Board of Trade, Export Services Branch, Room 807, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 779 and 780.)

Calls for Tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1. Reference numbers should always be quoted.

Tender documents are available for loan except in those cases marked with an asterisk ★

General (Inquiries by telephone: Chancery 4411, Ext. 738 and 771).

Argentine

Refuse Collecting Lorries and Street Washing Machines for City of Buenos Aires; Advance Information. Reference E.S.B. 696/57.★

Australia

A Complete Thermal Type Power Generating Station for the State Electricity Commission of Victoria, Melbourne; closing date postponed to March 13, 1957. Reference E.S.B. 7858/56.

Uniselector Maintenance Parts for Posts and Telegraphs Dept., G.P.O., Melbourne; closing date February 12, 1957. Reference E.S.B. 32585/56.★

Belgian Congo

Pneumatic Tyres and Inner Tubes for Ministry of Colonies; closing date February 6, 1957. Specification (in French) available for loan. Reference E.S.B. 32372/56.

Belgium

Rice for Ministere de la Defense Nationale, Brussels; closing date February 14, 1957. Reference E.S.B. 229/57.

Brazil

Electricity Consumption Meters for the State Electricity Commission, Porto Alegre; closing date February 28, 1957. Tender documents (in Portuguese) available for loan. Reference E.S.B. 379/57.

Burma

Ministry of Defence, Rangoon:

Camouflage Equipment; closing date end of January 1957. Reference E.S.B. 916/57.
Tentage; closing date end of January, 1957. Reference E.S.B. 917/57.
Tool Kits and Chests; closing date end of January, 1957. Reference E.S.B. 918/57.
Clothing Stores; closing date January 28, 1957. Reference E.S.B. 312/57.

Union of Burma Purchase Board, Rangoon:

Hand Tools and Grinding Wheels; closing date January 31, 1957. Reference E.S.B. 1190/57.
Asbestos and Rubber Sheets; closing date January 30, 1957. Reference E.S.B. 1186/57.
Marble Tiles; closing date January 31, 1957. Reference E.S.B. 1191/57.
Reamers; closing date January 29, 1957. Reference E.S.B. 1182/57.
Taps and Dies; closing date February 1, 1957. Reference E.S.B. 1192/57.
Hose; closing date February 4, 1957. Reference E.S.B. 1194/57.
Bolts and Nuts; closing date January 29, 1957. Reference E.S.B. 1184/57.
Hose; closing date January 29, 1957. Reference E.S.B. 1181/57.
Liquid Metal Polish; closing date January 28, 1957. Reference E.S.B. 995/57.
Wall Clocks; closing date January 28, 1957. Reference E.S.B. 994/57.
Pine Wood; closing date January 28, 1957. Reference E.S.B. 996/57.

Canada

Lightning Arresters for Saskatchewan Power Corpn., Regina; closing date February 11, 1957. Reference E.S.B. 410/57.

Ceylon

Building: Aluminium Sheeted, for Ministry of Lands and Land Development, Colombo; closing date postponed until February 25, 1957. Amended specification available for loan. Reference E.S.B. 28503/56.

Greece

Silica Sand for Ministry of National Defence, Athens; closing date February 5, 1957. Reference E.S.B. 310/57.

Head Office of Social Insurance, Athens:

Drugs Specialities in Ampoules and Chemical Reagents; closing date January 24, 1957. English translation contained in the tender documents available for loan. Reference E.S.B. 32480/56.
Anaesthetic Ampoules; closing date January 31, 1957. English translation contained in the tender documents available for loan. Reference E.S.B. 32466/56.

India

11 kV. Sanded Top Insulators for The Electricity Dept., Lucknow; closing date January 31, 1957. Reference E.S.B. 655/57.

Cranes, Compressors, Trailers, Pneumatic Tools, Measuring Tools for Bhilai Steel Project, Durg, M.P.; closing dates January 28 and February 4, 1957. Reference E.S.B. 614/57.★

Tar Distillation Plant for Durgapur Project, Calcutta; closing date April 15, 1957. Reference E.S.B. 626/57.★

110 kV. Transmission Line for Government of Kerala, Trivandrum; closing date February 12, 1957. Reference E.S.B. 636/57.

Structural and Miscellaneous Steel for Damodar Valley Corporation Electricity Dept., Calcutta; closing date February 18, 1957. Reference E.S.B. 246/57.

Equipment Required for Neyveli 110/33 kV. Substation for the Government of Madras Electricity Dept.; closing date postponed to February 7, 1957. Reference E.S.B. 30683/56.

Circuit Breakers for Stores Purchase Committee, Government of Mysore, Bangalore 2; closing date January 28, 1957. Reference E.S.B. 1001/57.

Director General of Supplies and Disposals, New Delhi:

Pumping Sets; closing date January 29, 1957. Reference E.S.B. 901/57.
Mechanical Railway Signalling Equipment; closing date January 31, 1957. Reference E.S.B. 799/57.
Brake Blocks; closing date January 29, 1957. Reference E.S.B. 738/57.★
Automatic Portable Locomotive Balancing Machines; closing date February 5, 1957. Reference E.S.B. 635/57.
Draw Bar Face Plates; closing date January 29, 1957. Reference E.S.B. 1006/57.★
Double Wire Compensator; closing date February 6, 1957. Reference E.S.B. 654/57.
Buffer Base plates, Casings and Plungers; closing date January 29, 1957. Reference E.S.B. 795/57.★
Buffer Yokes; closing date January 30, 1957. Reference E.S.B. 675/57.★

Iraq

Switchgear and Associated Equipment for The Development Board, Ministry of Development, Bagdad; closing date February 25, 1957. Reference E.S.B. 225/57.

New Karkh Hospital in Bagdad; Advance Information. Closing date not known. Reference E.S.B. 874/57.★

Directorate-General of Municipalities, Bagdad:

Valves and Pipes; closing date February 2, 1957. Reference E.S.B. 363/57.
Hilla Water Supply Scheme; closing date postponed until February 23, 1957. Reference E.S.B. 1321/56.
Generator and Transformer; closing date March 16, 1957. Reference E.S.B. 364/57.

(Continued on next page)

Information for U.K. Exporters (*Continued*)

Generating Sets and Switchboard; closing date March 16, 1957. Reference E.S.B. 871/57.
Generators; closing date March 23, 1957. Reference E.S.B. 873/57.
Switchboard; closing date February 16, 1957. Reference E.S.B. 872/57.
Theodolites and Tripods; closing date February 2, 1957. Reference E.S.B. 32546/56.★

Central Foreign Purchasing Board, Bagdad:
Striping Machines; closing date January 27, 1957. Reference E.S.B. 32568/56.
Pick-up Cars; closing date January 27, 1957. Reference E.S.B. 32566/56.

Luxembourg

Societe Nationale des Chemins de Fer Luxembourgeois:
Hopper Railway Waggons; closing date February 4, 1957. Tender documents (in French) available for loan. Reference E.S.B. 399/57.
Railway Tipping Trucks; closing date February 4, 1957. Tender documents (in French) available for loan. Reference E.S.B. 32476/56.

New Zealand

Stationery for Printing and Stationery Dept., Wellington; closing date January 29, 1957. Reference E.S.B. 211/57.
Insulated Electric Cable for Auckland Electric Power Board; closing date March 1, 1957. Reference E.S.B. 230/57.

State Hydro-Electric Department, Wellington:
Turbines; closing date June 18, 1957. Reference E.S.B. 283/57.
Generators; closing date June 18, 1957. Reference E.S.B. 284/57.

Dunedin City Corporation:
Batteries for Substations; closing date February 22, 1957. Reference E.S.B. 32557/56.
Inter-Connecting Control Cables; closing date February 14, 1957. Reference E.S.B. 32559/56.
Lightning Arresters; closing date February 8, 1957. Reference E.S.B 32556/56.

General Post Office, Wellington:
Conduit for Lead Covered Telephone Cable; closing date February 13, 1957 Reference E.S.B. 454/57.
Instrument Cords; closing date February 12, 1957. Reference E.S.B. 212/57.
Electric Torches; closing date February 27, 1957. Reference E.S.B. 213/57.
Multimeters; closing date February 5, 1957. Reference E.S.B. 32581/56.
Composite Coil and Thermal Operated Relays; closing date February 15, 1957. Reference E.S.B. 455/57.

Nicaragua

Construction of the Port of Corinto for Corinto Port Authority; closing date postponed to February 5, 1957. Tender announcement (in Spanish) available for loan. Reference E.S.B. 16041/56.

Pakistan

Motor Vehicles Parts, Tools, Tyres and Rims, Rubber Goods, Meters, Lighting Tubes, Insecticides, Cables and Technical Books for Corporation of the City of Lahore, Lahore; closing date January 27, 1957. Reference E.S.B. 1240/57.★

Persia (Iran)

Olive Oil Extracting Plant for Organization du Plan Septennal Iranienne; closing date February 9, 1957. Tender documents (in French) available for loan. Reference E.S.B. 32555/56.

Philippines

The Construction of the Diversion and Outlet Works, Water Conductors, Power Station and Other Facilities, Agno River No. 2 (Binga) Hydroelectric Project for National Power Corporation; closing date February 8, 1957. Reference E.S.B. 925/57.

Portuguese East Africa

Luggage Vans for Ports, Railways and Transport Department, Lourenco Marques; closing date April 10, 1957. Tender announcement (in Portuguese) available for loan. Reference E.S.B. 32498/56.

Rhodesia and Nyasaland

Felt Numnahs (Carpets) for Northern Rhodesia Government; closing date January 8, 1957. Reference E.S.B. 1098/57.

Fork Lift Truck for The Tender Board, Causeway; closing date January 25, 1957. Reference E.S.B. 327/57.

South Africa

Steam Cooking Ovens for Transvaal Provincial Administration, Pretoria; closing date February 1, 1957. Reference E.S.B. 391/57.

The South African Railways, Johannesburg:
Mobile Crane; closing date February 8, 1957. Reference E.S.B. 395/57.
Hydraulic Wheel Press; closing date January 25, 1957. Reference E.S.B. 32417/56.
Solid Rubber Tyres; closing date February 8, 1957. Reference E.S.B. 396/57.

Union Tender and Supplies Board, Pretoria:
Heavy Duty Lathe; closing date January 31, 1957. Reference E.S.B. 339/57.
Light Wire Clamps; closing date January 31, 1957. Reference E.S.B. 392/57.
Copper and Bronze Sleeves; closing date January 31, 1957. Reference E.S.B. 250/57.
Cotton Duck; closing date January 31, 1957. Reference E.S.B. 340/57.
Webbing; closing date January 31, 1957. Reference E.S.B. 388/57.
Turning Mill; closing date January 31, 1957. Reference E.S.B. 338/57.
Roller Chain; closing date January 31, 1957. Reference E.S.B. 1171/57.

Sudan

Steel Galvanised Water Piping for Sudan Railways, Atbara; closing date January 26, 1957. Reference E.S.B. 671/57.★

United States of America

Generators for Corps of Engineers, United States Army, Riverdale, N. Dakota; closing date February 5, 1957. Reference E.S.B. 32305/56.
Generator for Bureau of Reclamation, Denver, Colorado; closing date February 6, 1957. Reference E.S.B. 418/57.

Uruguay

Pile-Drivers for Breaking Quarry Rock for Administracion Nacional de Combustibles Alcohol y Portland; closing date February 1, 1957. Specification (in Spanish) available for loan. Reference E.S.B. 32550/56.

International Co-operation Administration Procurement Financed by U.S. Government (Inquiries by telephone: Chancery 4411, Ext. 360).

Formosa

Central Trust of China, Taipei:
Dump Trucks; closing date February 6, 1957. Reference E.S.B. 666/57.
Blankets; closing date February 6, 1957. Reference E.S.B. 669/57.
Scientific and Laboratory Equipment; closing date February 5, 1957. Reference E.S.B. 667/57.
Diagnosis X-ray Units and Interval Timer Clocks; closing date February 6, 1957. Reference E.S.B. 668/57.
Steam Raising Plant; closing date February 15, 1957. Reference E.S.B. 1095/57.
Medical and Surgical Instruments and Appliances; closing date February 6, 1957. Reference E.S.B. 662/57.
Pumps; closing date February 8, 1957. Reference E.S.B. 664/57.
Electrical Machinery and Apparatus; closing date February 8, 1957. Reference E.S.B. 665/57.
Drugs and Pharmaceuticals; closing date February 6, 1957. Reference E.S.B. 490/57.
Sugar making and Refining Plant; closing date February 9, 1957. Reference E.S.B. 663/57.
Surgical Instruments: Blankets; closing date February 16, 1957. Reference E.S.B. 1094/57.

India

Galvanized Sheets, Rods and Joists for Ministry of Heavy Industries, Iron and Steel Control, Calcutta; closing date February 15, 1957. Reference E.S.B. 32504/56.

(*Continued on next page*)

Export Opportunities *(Continued)*

Korea

Office of Supply, Seoul:

Cement; closing date January 30, 1957. Reference E.S.B. 32487/56.

Cameras, Projectors, Tape Recorders, etc.; closing date February 20, 1957. Reference E.S.B. 468/57.

Paint, Lumber, Building Supplies, Boilers, Transformers etc.; closing date February 6, 1957. Reference E.S.B. 32485/56.

Diesel Generator Set, Diesel Engines and Replacement Parts, Fork Lift, Pumps, Tyres and Various Equipment; closing date February 13, 1957. Reference E.S.B. 469/57.

Pakistan

Industrial Machinery, Aluminium and Aluminium Products, Iron and Steel Mill Materials, Chemicals and Chemical Preparations for various importers in Pakistan; closing date January 26, 1957. Reference E.S.B. 1244/57.★

Directorate-General of Supply and Development, Karachi:

Kerosene Lanterns and Mantles; closing date January 31, 1957. Reference E.S.B. 612/57.

Machine Tools, Engine Maintenance Equipment; closing date January 29, 1957. Reference E.S.B. 32592/56.

Thailand

Tape Recorders, Cultivators, Tractors, Sewing Machines etc. for Thai Technical and Economic Committee, Bangkok; closing date February 21, 1957. Reference E.S.B. 1265/57.

Export Opportunities, Market Surveys, etc.

*United Kingdom firms interested in the export opportunities, market surveys, etc., referred to below, can obtain further information on application to the Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.*1. *(Tel.: Chancery* 4411, *Ext.* 779 *and* 780.)

Australia
Report on the market for fire-fighting equipment (amendment). (Ref.: Com. 12797A.)

Austria
Economic report, November 1956. (Ref.: Mar. 5061.)

Bahrain
Inquiry for electric cooking stoves. (Ref.: Com. 12922.)

Bolivia
Market report on mining machinery. (Ref.: Com. 12908.)

Brazil
Economic report, November 1956. (Ref.: Mar. 5052.)

Burma
Inquiry for boot-making machinery, machinery for making travel goods, plastics manufacturing plant, printing machinery. (Ref.: Com. 12906.)

Canada
Inquiry for aluminium window hardware. (Ref.: Com. 12907.)
Inquiry for beater bar shapes for pulp and paper machinery. (Ref.: Com. 12920.)

Ceylon
International Co-operation Administration – Request for catalogues for agricultural implements, scientific instruments, industrial machinery, building equipment, railway and transportation equipment, road building equipment. (Ref.: Gen. 3210.)
Economic report, November 1956 (amendment). (Ref.: Mar. 5034A.)

Cuba
Inquiry for medical and hospital equipment. (Ref.: Com. 12905.)

Europe
Economic Commission for Europe – Working Party on agricultural machinery (correction). (Ref.: Gen. 3146A.)

French Cameroons
Economic report, July-September 1956. (Ref.: Mar. 5060.)

India
Dairy development and milk supply – Madras State. (Ref.: Com. 12928.)

Indonesia
Fourth International Fair, Surabaya, 1957. (Ref.: Gen. 3214.)

Israel/Franc Zone
Trade Agreement. (Ref.: Gen. 3212.)

Italy
Economic report, November 1956. (Ref.: Mar. 5063.)

Lebanon
Market report on paper and paper products. (Ref.: Com. 12898.)

Netherlands
Economic report, November 1956. (Ref.: Mar. 5065.)

New Zealand
Firm wish to manufacture under licence (cosmetics, proprietary medicines, etc.). (Ref.: Com. 12927.)

Pakistan
Report on the market for printing inks. (Ref.: Com. 12891.)
Inquiry for machinery for small tannery and wool processing factory. (Ref.: Com. 12904.)
Inquiry for air conditioning, fumigation and cleaning plants, electric lift. (Ref.: Com. 12918.)
Inquiry for waterproofed materials. (Ref.: Com. 12919.)

Panama
Inquiry for equipment and materials for food processing factory (Further information). (Ref.: Com. 12765A.)

Persia (Iran)
Economic report, September-October 1956. (Ref.: Mar. 5057.)
Economic report, November 1956. (Ref.: Mar. 5066.)

Persian Gulf States
Economic report, September-October 1956. (Ref.: Mar. 5062.)
Market report on ropes, cords and twines. (Ref.: Com. 12917.)

Peru
Market report on toys. (Ref.: Com. 12896.)

Philippines
Economic report, May-June 1956. (Ref.: Mar. 5054.)

Portugal
Report on the market for radio and television sets (amendment). (Ref.: Com. 12166A.)
Economic report, November 1956. (Ref.: Mar. 5059.)

Spain
Economic report, November 1956. (Ref.: Mar. 5058.)

Switzerland
After-sales service. (Ref.: Gen. 3209.)

Thailand
Economic report, October 1956. (Ref.: Mar. 5055.)

Turkey
Economic report, November 1956. (Ref.: Mar. 5056.)

United States of America
Inquiry for sash gang saws. (Ref.: Com. 12910.)
Inquiry for reduction gears. (Ref.: Com. 12912.)
Inquiry for compressors. (Ref.: Com. 12913.)
Inquiry for brass bar stock. (Ref.: Com. 12915.)
Inquiry for woollen baby clothes. (Ref.: Com. 12929.)
Economic report, November 1956. (Ref.: Mar. 5064.)

Venezuela
Market report on brushes. (Ref.: Com. 12911.)

Agency Opportunities

Agents in the territories listed below wish to represent United Kingdom manufacturers of the goods mentioned below. United Kingdom manufacturers of the goods referred to in these announcements are invited to apply in writing for further particulars to the Export Services Branch, Board of Trade, Room 753, Lacon House, Theobalds Road, London, W.C.1.

Austria
Horse-hair yarns.
Commission Agent.
(Reference E.S.B. 453/57.)

Men's and women's raincoats and rainproof cloth.
Women's overcoatings, suitings and dress fabrics.
(Reference E.S.B. 31255/56.)

Portable electric tools.
(Reference E.S.B. 30560/56.)

France
Earthmoving equipment, especially Motorbraders, Scrapers and Dumpers.
(Reference E.S.B. 28336/56.)

Iraq
Detergents and soap powders.
(Reference E.S.B. 712/57.)

India
Motor cycles and scooters.
Bihar and Eastern Upper Pradesh areas.
(Reference E.S.B. 741/57.)

Netherlands Antilles
Scotch whisky.
(Reference E.S.B. 29891/56.)

Pakistan
Pharmaceuticals.
(Reference E.S.B. 30036/56.)

South Africa
Pottery making and China Clay working machinery.
(Reference E.S.B. 332/57.)

Western Germany
Fairground equipment.
(Reference E.S.B. 481/57.)

Import by Post of Firearms into Kenya

THE EAST AFRICAN postal authorities have announced an amendment to their prohibition of the import of firearms by post into Kenya.

Formerly all component parts of firearms were prohibited, but this has now been amended to prohibit only the *essential* parts, e.g. barrels, all actions, bolts and bolt housings, safety nuts, firing pins, firing pin springs, triggers, trigger springs and safety catches, wooden or metal stocks ready or half cut, and those magazines which are fixed to the action.

Examples of component parts which are considered non-essential and not therefore prohibited are: fore and backsight saddles, trigger guards, magazines and parts of magazines which are not fixed to the action, all bolts assembling the gun and fore and backsights which are fixed to the gun.

Examples of accessories which are considered non-essential are: telescopic sights, peepsights, fore and backsights which are not fixed to the gun, sling eyes and swivels, butt plates, butt covers, snap caps and rifle rests.

Closing of British Postal Agency in Tetuan

THE POSTMASTER GENERAL announces that surface correspondence and parcels for Tetuan, Morocco, can no longer be routed via the British Postal Agency at Tetuan and that in future the words 'British Post Office' should not be included in the address.

Henceforth surface correspondence and parcels sent to Tetuan will be handled in Morocco by the Moroccan Post Office and will in consequence be subject to the conditions and to the rates of postage applicable to the transmission of mail for Morocco (Northern Zone).

The postage rates for correspondence sent by surface route are as follows:

Letters .	. First oz.	4d., each oz. after, 2½d.
Postcards .	. Single	2½d., Reply-paid, 5d.

Business Visits to Kuwait

IT WAS ANNOUNCED in the *Board of Trade Journal* on November 17, 1956 (page 1059) that the atmosphere in Kuwait was not at that time favourable to the development of new business.

Since then conditions in Kuwait have improved fairly steadily, and intending visitors need no longer be discouraged from going to Kuwait, though it may be somewhat more difficult to do business there than formerly.

Official Holidays in Belgium and Luxembourg

THE FOLLOWING should be substituted for the lists of legal holidays shown on pages 9 and 13 of the booklet on 'Hints to Business Men Visiting Belgium and Luxembourg':

Belgium: January 1, Easter Monday, May 1, Ascension Day, Whit Monday, July 21, August 15, November 1, November 11, Christmas Day and Boxing Day.

Luxembourg: These are the same as in Belgium, except that January 23, the birthday of Her Royal Highness the Grand Duchess, is observed as an official holiday in the Grand Duchy.

Copies of booklets in the 'Hints to Business Men' series may be obtained from the Board of Trade, Directories and Notices Section, Room 8147, Horse Guards Avenue, Whitehall, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928.)

Potential Customers

BESIDES PROVIDING the Special Register Information Service which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Lacon House, Theobalds Road, London, W.C.1, or to the appropriate Regional Office of the Board.

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Tariff, Customs and Import Regulations of Overseas Countries

CANADA

Customs Tariff Amendments and Extensions

THE CANADIAN GOVERNMENT has issued Order-in-Council P.C. 1956-1873, effective January 1, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the tariff are shown in italics and deletions are indicated by square brackets.

Item No.	Description of Products	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
28b	Coffee, green, for use in the manufacture of coffee extract (Expires January 31, 1959.) *Note*: This item was incorrectly shown as having been made permanent in the *Board of Trade Journal*, dated October 27, 1956 (page 889).	Free	Free	5 cents per lb.
181c	Coated paper, not punched nor printed, in single sheets or rolls, not exceeding ·012 and not less than ·003 of an inch in thickness, for use in the manufacture of master units for duplicating machines (Expires June 30, 1958.)	Free	7½ per cent.	35 per cent.
181d	Paper in rolls, to be coated or impregnated with a duplicating preparation, and to be further manufactured into master units for use on spirit duplicating machines (Expires June 30, 1958.)	Free	7½ per cent.	35 per cent.
192h	Asphalt impregnated paper and paper board, for use in the manufacture of vinyl floor tile and vinyl floor covering (Expires December 31, 1957.)	5 per cent.	10 per cent.	35 per cent.
208h	*Paraphenetidin for use in the manufacture of acetophenetidin* (Expires January 31, 1960.)	*Free*	*Free*	*25 per cent.*
208y	Ethylene oxide for use in the manufacture of ethylene glycol (Expires December 31, 1957.)	Free	Free	25 per cent.
232h	*Ossein when imported by manufacturers of gelatine for use exclusively in the manufacture of gelatine in their own factories.* (Expires December 31, 1957.)	*Free*	*Free*	*25 per cent.*
267d	Crude petroleum not subjected to any other processes than removal of foreign matter and water, and/or removal of gases to provide the necessary safety and stability in handling, when imported by oil refiners to be refined in their own factories (Expires January 31, 1959.)	Free	Free	Free
312c	Yarns, wholly or in part of asbestos, for use in the manufacture of clutch facings and brake linings (Expires January 31, 1959.)	7½ per cent.	12½ per cent.	25 per cent.
314a	Graphite blocks exceeding 40 inches in diameter and 15 inches in thickness for use in the manufacture of moulds for casting wheels for railway vehicles, including locomotives and tenders (Expires January 31, 1959.)	Free	5 per cent.	25 per cent.
345b	Zinc dross and scrap for use in the recovery of the zinc content (Expires December 31, 1957.)	Free	Free	25 per cent.
351d	Copper tubing not less than three-quarters of an inch in diameter, in coils, filled with magnesium oxide and one or more copper rods or wires, for use in the manufacture of copper covered cables. (Expires January 31, 1959.)	5 per cent.	5 per cent.	30 per cent.
352f	Brass or copper tubing, with lockseam joint, coated or not, for use in the manufacture of engine-cooling radiator cores (Expires January 31, 1959.)	10 per cent.	10 per cent.	30 per cent.
352g	Centrifugally cast bronze shells or tubes not further manufactured than turned and bored longitudinally, of a size not made in Canada, for use in the manufacture of rolls for paper-making machinery (Expires January 31, 1960.)	7½ per cent.	7½ per cent.	30 per cent.
354d	Aluminium covered aluminium alloy wire ·25 inch in diameter, for use in the manufacture of wire less than ·25 inch in diameter (Expires January 31, 1959.)	Free	3 cents per lb.	30 per cent.
383b	Stainless steels in primary mill forms, of a class or kind not made in Canada, manufactured from Canadian made ingots, blooms or slabs imported by the Canadian manufacturers of such ingots, blooms or slabs for use in Canadian manufactures (Expires December 31, 1957.)	$5.00 per ton	$10.00 per ton	$20.00 per ton
402f	Wire, cold drawn, galvanized, tempered or not, in coils of not less than 5,000 feet, for use in the manufacture of [speedometer] flexible outer casing *for speedometer cables* (Expires June 30, 1959.)	Free	Free	20 per cent.
427n	Engines and axles for use in the manufacture of self-propelled machinery entitled to entry under Tariff Item 427a; parts thereof (Expires January 31, 1959.)	Free	7½ per cent.	30 per cent.
427p	Hydraulic equipment; *Formed mould board blanks*; torque convertors; transmissions, engine-over-axle type; all of the foregoing, when of a class or kind not made in Canada, and parts thereof, for use in the manufacture of road graders or scrapers (Expires June 30, 1959.)	Free	7½ per cent.	35 per cent.
428h	Diesel and semi-diesel engines, and parts thereof, for use in the manufacture of power shovels, power cranes, *graders or scrapers, and snowblowers* (Expires January 31, 1960.)	Free	7½ per cent.	30 per cent.
445a	Glass bulbs for use in the manufacture of cathode ray tubes for television receiving sets (Expires January 31, 1960.)	Free	Free	30 per cent.
551e	Yarns and warps composed of hair combined with synthetic textile fibres or filaments for use in the manufacture of tailors' canvas interfacing (Expires June 30, 1959.)	Free	7½ per cent. and 10 cents per lb.	20 per cent. and 17½ cents per lb.
551g	Alpaca yarns, *spun on the worsted system*, for use in the manufacture of pile fabrics (Expires January 31, 1960.)	Free	10 per cent.	20 per cent. and 17½ cents per lb.
558i	Continuous or uncut synthetic filaments for use in the manufacture of cigarette filter tips In no case shall the duty under the General Tariff be less than (Expires December 31, 1957.)	Free	7½ per cent.	35 per cent. 28 cents per lb.
561c	Woven cord tyre fabric, wholly or in chief part by weight of synthetic textile fibres or filaments, not to contain silk or wool for use in the manufacture of pneumatic tyres, n.o.p. (Expires June 30, 1958.)	7½ per cent.	7½ per cent. and 7½ cents per lb.	45 per cent. and 40 cents per lb.
585b	Coke oven light oils for use in the manufacture of benzene and other related aromatic hydro-carbons (Expires January 31, 1959.)	¼ cent per gallon	¼ cent per gallon	25 per cent.

Drawback Duty

The Order-in-Council also shows the rate of drawback duty applicable to the following goods:

Item No.	Goods	When Subject to Drawback	Portion of Duty (not including Special Duty or Dumping Duty) Payable as Drawback
1045a	Steel sheets, hot or cold rolled, or coated with lead or with lead and tin, ·064 inch to ·022 inch in thickness, *not less than* 50 [to 120] inches in length and not less than 20 inches in width.	When used in the manufacture of stampings for automobiles and imported other than under the General Tariff, during the period January 1, 1957, to December 31, 1957	99 per cent.

(*Continued on next page*)

Canada *(Continued)*

Revised Rates for Some Steel Wire and Textile Fibres

THE CANADIAN Order-in-Council P.C. 1956-1873 also states that the rates on the following two items have been revised from January 1 as shown below:

Tariff Item	Description of Products	New Rates			Former Rates		
		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
348g	Copper covered steel wire not less than ·1875 inch in diameter and copper covered steel rod, for use in the manufacture of trolley, telegraph and telephone wires, electric wires and electric cables (Expires December 31, 1957.)	Free	10 per cent.	35 per cent.	Free	10 per cent.	10 per cent.
558g	Yarns and warps, wholly of synthetic textile fibres or filaments, not more advanced than singles, not coloured, with not more than seven turns to the inch, for use in the manufacture of woven cord tyre fabric	7½ per cent.	12½ per cent.	35 per cent.	7½ per cent.	10 per cent.	35 per cent.
	In no case shall the duty under the Most-Favoured-Nation or the General Tariff be less than (Expires June 30, 1958.)		11 cents per lb.	28 cents per lb.		11 cents per lb.	28 cents per lb.

Tariff Board Hearing on Chemicals

THE CANADIAN TARIFF BOARD have published the terms of reference on chemicals (Reference No. 120) submitted to them by the Minister of Finance.

The reference broadly covers basic industrial chemicals, coal tar products, dyes, pigments and paints, industrial alcohols, fertilizers, insecticides, fungicides, disinfectants, explosives, and chemicals for use in producing soaps, detergents and rubber. It excludes petroleum products, abrasives, toilet preparations and pharmaceutical products. Plastics are included only in so far as adjustments are necessary consequential upon changes in other rates. The actual items covered are:

41	207a	208r	212	220e	263	689
42	207b	208s	213	239	263a	728
157	208	208u	214	240	263b	729
157a	208a	208v	215	241	263c	758
157c	208b	208w	215a	241a	263d	791
157e	208c	208x	216	242	269b	809
158	208d	209	216b	243	270	833
158a	208e	209a	216c	244	488	851
158b	208f	209b	216i	245	585b	865
166	208g	209c	217	246	590	866
203	208i	209d	217a	246a	662	867
203a	208j	210	218	246b	663	921
203b	208k	210a	219	246c	663a	922
203c	208l	210b	219a	247	663b	923
203d	208m	210c	219b	248	664	925
203e	208n	210d	219e	249	664a	1016
203f	208o	210e	220a	250	666	1026
203g	208p	210g	220c	251	667	1046
207	208q	211a	220d and	262	668	1065

Tariff Item No. 156f – ethyl alcohol only.
345 – sal ammoniac skimmings.
208t, 711 – in so far as they relate to chemicals.

Other items may be included if the Board considers them relevant to the inquiry.

If the Board's study should indicate that amendments to the Canadian Customs Tariff are desirable, they are asked to prepare a revised schedule of tariff items relating to chemicals, with recommendations as to rates of customs duty, and to include the proposed schedule in their report. Although certain adjustments in margins of preference may be involved, no general change in these is contemplated at this time.

No written submissions on groups of products should be made to the Tariff Board until dates of sittings for those products are announced.

Notification as to dates and places of public sittings will be published in the *Board of Trade Journal* as soon as the information is received. Anyone wishing to be notified of these direct from the Board, and who is not on their mailing list, should communicate with the Secretary of the Tariff Board, 70-74 Elgin Street, Ottawa.

CHILE

Skis and Sirens on the Import List

SKIS are now added to the list of sporting goods which may be imported into Chile (Group C, 100 per cent. deposit).

Sirens may now be imported under the heading 'Electrical apparatus, material and spares' (Group D, 150 per cent. deposit).

'Made in Canada' Ruling

THE FOLLOWING ruling has been made recently for Canadian Customs purposes:

Of 'a class or kind not made in Canada':

Hand-powered food choppers, with capacities up to and including three pounds per minute. (Ruling effective December 20, 1956.)

NOTE: Hand-powered food choppers, with capacities in excess of three pounds per minute, are already ruled to be of a class or kind not made in Canada.

This information is contained in Canadian Department of National Revenue Memorandum Series D, No. 51, M.C.R. 116, Supplement No. 1.

UNITED STATES

Valuation of Goods for Customs Duty

A NOTICE was published in the *Board of Trade Journal* on December 1, 1956 (page 1164) about the preparation by the United States Treasury Department of a list of commodities for which 'foreign value' will be retained as a basis for valuation.

An extension of 60 days on the date by which evidence must be submitted has now been agreed by the Bureau of Customs.

BOLIVIA

New Currency and Import Regulations

A COPY of the new Bolivian Customs Tariff may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room 729, Lacon House, Theobalds Road, London, W.C.1.

The new tariff is considerably simplified compared with the old, import duties for almost all items now being calculated on a plain *ad valorem* basis, to which is added a Consular Tax of 6 per cent. and a Service Charge of 1 per cent. based on the c.i.f. value of the goods imported.

The introduction by Bolivia of new currency and import regulations was announced in the *Board of Trade Journal* on December 22, 1956, page 1342.

MEXICO

Import Duty Changes

A CORRECTION has been announced to the decree published in the Mexican *Diario Oficial* of December 17, of which details were given in the *Board of Trade Journal* of January 12, page 84.

The rate of import duty under Tariff No. 891.03.02, 'Strips or flat bands of synthetic resins for magnetic sound recordings,' should be Pesos 0·25 per legal kilo and not Pesos 0·52.

ARGENTINA

Import Lists Amended

HER MAJESTY'S EMBASSY in Buenos Aires report by telegraph that a Central Bank Circular has been issued transferring **new machines for making bread and other foodstuffs from cereals** to the list of goods which may be imported without surcharge and without prior permit at the free rate of exchange. Certain kinds of locally-made machines are, however, excluded from this new regulation.

Circular 2732, of December 21, transfers Item 1401 **'Casks or barrels of wood assembled or unassembled for containers'** from the list of goods attached to Circular 2304 (see *Board of Trade Journal* of November 26, 1955, page 1173) which may be imported at the official rate of exchange against a prior exchange permit, to Circular 2305 (goods importable without permit or surcharge through the free market). Applications must be accompanied by a certificate of necessity issued by the Ministry of Commerce and Industry.

Circular 2735, of December 24, amends the description of Item 2587/8 attached to Circular 2305 to read **'Transparent coloured flat glass for signalling,'** only.

Circular 2736, of December 24, allows the Argentine Customs to clear imported **chassis** (see *Board of Trade Journal* of January 8, page 30, referring to Circular 2711, and previous circulars) even if they are not provided with tyres. This exemption is only valid for chassis already shipped or which may be shipped prior to January 31, 1957.

Remittances for Books

ARGENTINE Central Bank Circular 2379, of December 27, 1956, amends Circular 2474 (see *Board of Trade Journal* of June 2, 1956, page 827) relating to remittances in payment for books required by certain libraries and students.

The following regulations now apply:

(a) Libraries affiliated to post-graduate associations and associations of students of specialized instruction, of private entities, of scientific and cultural institutions and clubs will be authorized to remit up to the amount of 24,000 Argentine pesos annually.

(b) University students and graduates or members of the teaching professions will be authorized to remit up to the amount of 2,160 Argentine pesos annually.

COLOMBIA

New Import Regulations

HER MAJESTY'S EMBASSY in Bogota report by cable that the Colombian Office of Exchange Control re-opened on January 14, for the issue of import licences for goods in the new First Group and Special First Group.

The composition of the new groups is not yet known but they are reported to consist mainly of raw materials and essential machinery, i.e., those goods for which emergency import licences were already being issued under the temporary import regulations introduced shortly after the Control Office closed on October 10, 1956.

Imports of first group goods will now be subject to a 10 per cent. stamp tax and special first group goods a 40 per cent. tax, based on the f.o.b. value of the goods. Other machinery for new industries or for completing existing factories will be included in the first group but with a 60 per cent. stamp tax.

Details of the new prior deposit rates have not yet been published.

RHODESIA AND NYASALAND

Import Control for 1957

DETAILS of the Federation of Rhodesia and Nyasaland Import Control programme for January to June 1957 have now been received.

Practically all goods from the sterling area continue to enter without restriction.

Goods from O.E.E.C. countries may also be imported into the Federation without licence, with certain exceptions including commercial and motor vehicles, motor cycles, cardboard and fibre-board and wrapping paper. All goods from non-dollar G.A.T.T. countries, not members of O.E.E.C., require licences although it is stated that these will generally be granted on application.

The only licences that will be granted for goods from Japan will be for piece-goods for clothing manufacturers and convertors, hardwoods and industrial haberdashery. Many dollar goods remain prohibited but a new quota has been established for stoves and washing machines.

ECUADOR

New Tax on Imports: Deposits on List I Goods Eliminated

DECREE LAW No. 1, published in the Ecuadorean *Registro Oficial* of December 22, creates a new tax on imports, in the form of a stamp tax on import licences, at the rate of 5 per cent. of the c.i.f. value of goods coming under Import List I and 10 per cent. for those in List II.

By a Monetary Board Resolution of December 27, the advance deposit in local currency of 5 or 15 per cent. of the c.i.f. value of List I goods has been eliminated. The deposits required at the time of application for an import licence for List II goods remain the same, viz.:

(i) 40 per cent. of the Customs duties, in local currency;
(ii) 100 per cent. of the c.i.f. value of the goods, in foreign exchange bought at the free market rate; and
(iii) 7 per cent. (to be gradually reduced – see below) of the f.o.b. value of the goods in respect of Consular fees, in local currency.

By another Decree Law, No. 2 of December 29, the advance payment of Consular fees is to disappear by bi-monthly, ½ per cent. reductions commencing January 1.

NICARAGUA

Import Duty Changes

BY TWO RECENT DECREES appearing in the Nicaraguan *La Gaceta* and effective from the dates shown, the following changes have been made to the Import Tariff:

Tariff No.	Description		New Duty	Old Duty
			(Cordobas)	
Effective December 13:				
Ex 652-02-05-2	Blue cotton drill	Kilo Gross	0·54 + 20 per cent. *ad val.*	0·32 + 10 per cent. *ad val.*
[*Note*: This rescinds the special low rate of duty temporarily allowed on imported blue cotton drill, which is now subject to the same rate as cotton drill of other colours.]				
Effective December 15:				
721-19-02-2	Plates for accumulators	Kilo Gross	0·07 + 10 per cent. *ad val.*	0·07 + 10 per cent. *ad val.*
721-19-02-3	Cases and separators for accumulators. [New sub-heading.]	Kilo Gross	0·02 + 10 per cent. *ad val.*	

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FRANCE

Imports of Meat and Animals

THE FRENCH *Journal Officiel* of January 8 announced the opening of the following quotas for the import of some animals and meat from various countries including the member countries of the Organisation for European Economic Co-operation (global quota):

Tariff No.	Description
	Live sheep and goats:
	Domestic species:
01-04 A a	Sheep (lambs, rams, ewes and wethers).
	Meat and edible offal of the animals falling within headings Nos. 01-01 – 01-04, fresh, chilled or frozen:
	Meat:
02-01 A c	Of sheep and lambs (mutton, lamb) and of goats.
	Offals imported separately:
02-01 B ex a	Livers, fresh or chilled.
02-01 B ex b	Other (hearts, lungs, feet, brains, sweetbreads, etc.), fresh or chilled.
	Guts, bladders and stomachs of animals (other than fish), whole and pieces thereof:
05-04 B	Edible.

Licence applications, which must be accompanied by the appropriate documents, as laid down in the regulations, may be deposited with the *Offices des Changes*, (*3e sous direction*) 8 rue de la Tour des Dames, Paris 9e, from January 8 onwards, when they will be examined as and when they are received.

The French text of the notices may be seen at the Export Services Branch, Board of Trade, Room 671, Lacon House, Theobalds Road, London, W.C.1.

Duty Quotas for Some Imports

THE FRENCH *Journal Officiel* of January 6 announced the following duty-free quotas:

(i) During the period January 1 to June 30, 1957, the quota within which fritted **dolomite** (Tariff No. 28-18 Ab) may be admitted free of duty has been fixed at 110,000 metric tons.

In order to qualify for duty-free entry, imports must be effected under certificates of exoneration endorsed by *La Director des Mines et de la Siderurgie*. Certificates are valid for three months, except that those issued after March 31, 1957, will not be valid beyond June 30, 1957. Each certificate may be used for several importations, provided they are all effected at the same Customs bureau.

(ii) During the period January 1 to December 31, 1957, the global quota within which imports of unrefined **whale oils and fats** (Tariff No. Ex 15-04 C) and hydrogenated whale oils and fats, whether or not refined, but not prepared or intended for the manufacture of edible fats (Tariff Nos. Ex 15-12A), will be admitted free of duty has been fixed at 18,000 metric tons.

Duty-free imports must be supported by a certificate endorsed by *Le Ministere de l'Industrie et de Commerce* (*Direction des Industries chemiques*). Certificates will be valid for three months, except that those issued after September 30, 1957, will not be valid after December 31, 1957.

II. During the period January 1 to June 30, 1957, the quota under which imports of **wire-rod** having a diameter of between 4·5 and 5·5 mm, and a carbon content of between 0·62 and 0·74 per cent. (Tariff No. Ex 73-15 AIVb1) may be admitted at a reduced minimum rate of duty of 4 per cent. *ad valorem* has been fixed at 2,500 metric tons.

This concession is restricted to goods for which a permit endorsed by *La Service de la Siderurgie* has been obtained. Permits will be valid until June 30, 1957.

The French text of the notices may be seen at the Export Services Branch, Board of Trade, Room 625, Lacon House, Theobalds Road, London, W.C.1.

PORTUGAL

Amendments to Customs Import Tariff

DECREE No. 40884, published in the *Diario do Governo* of November 28, 1956, makes the following amendments to the Portuguese Customs Import Tariff:

1. The rates of duty of Item 70 of the Import Tariff are altered to read as follows:

Maximum tariff	Esc.	0·15
Minimum tariff		0·05.

2. Item 630 of the Import Tariff is deleted.

3. Item 955-A of the Import Tariff shall be numbered 955-B.

4. The following new Items are inserted in the Import Tariff:

Item	Description		Rates	
			Maximum	Minimum
83-A	Wood, 'improved', in panels, boards, blocks and similar forms	*ad val.*	12 per cent.	4 per cent.
	Molasses containing up to 55 per cent. of pure sugar:			
630	Of beetroot	*ad val.*	8 per cent.	4 per cent.
630-A	Not specially mentioned	per kilo	Esc. 0·04	Esc. 0·02
955-A	Adhesives, not specially mentioned	*ad val.*	30 per cent.	15 per cent.

Note: The only molasses classifiable under item 630 are those imported for the exclusive use of such industries as are authorized to benefit from a special regime under conditions to be specified in a decision given by the Minister of Finance.

The industries mentioned above must previously prove to the Directorate General of Customs that they have acquired, or have undertaken to acquire, sugar cane molasses produced in the Portuguese Overseas Territories for future importation during the current year, in quantities to be fixed by higher authority.

Beetroot molasses imported under this regime and used for any purpose other than that foreseen, shall be considered to have evaded the duties to which it would have been liable under Item 630-A of the Tariff.

5. The wording of Items 694-H, 694-N and 1041-B of the Import Tariff is altered as follows:

Instruments, tools and utensils for arts and crafts, agriculture and gardening:

694-H:	Carpenters' chisels, planes and plane-irons, saws and saw blades, hand saws and hand saw blades, augurs, coopers' adzes, bit braces.
694-N:	Bits, adzes, axes and hatchets.
1041-B:	Portable respiratory apparatus; gas masks, and filters therefor, charged or not, and clothing for the same purpose.

6. The clearance of goods classifiable under Items 83-A, 630, 630-A, 955-A and 955-B of the Import Tariff is subject to compulsory declaration.

Additions to Import Duty Drawback Scheme

DECREES Nos. 40878 and 40879, issued by the Portuguese Government on November 24, 1956, authorize the importation on drawback of the types of wool shown below. The quantities of cloth, manufactured from each type of wool, that must be exported to regain the import duty paid on 100 kilograms of raw wool, are shown in brackets.

(a) Raw greasy white wool: (41 kg.)
(b) Raw washed white wool: (76 kg.)
(c) Undyed combed wool in rovings: (81 kg.)
(d) Combed wool in rovings washed before shearing: (75 kg.)
(e) Raw wool washed before shearing: (82 kg.)

By the latter expression is understood wool which has been washed with cold water on the sheep's back, without any chemical products or soaps or which derives from the shearing of a skin on which the fleece has undergone similar prior washing.

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IRAQ

Certificates for Pharmaceutical Preparations

THE IRAQI Ministry of Health has introduced a new regulation requiring additional certificates to be submitted to them, not later than February 25, 1957, for all pharmaceutical preparations imported into Iraq.

The British Embassy in Bagdad has been told by the Iraqi Ministry of Health that these certificates must indicate that the preparations are manufactured and are on sale in the country of origin under the same name; in the case of British preparations the certificates must be issued by the United Kingdom Ministry of Health and authenticated by the Iraqi Consul-General in London in the usual way.

These certificates are additional to those which have to be provided for registering all pharmaceutical preparations imported into Iraq. They may, however, include more than one preparation, i.e. firms need only submit one certificate in respect of all the pharmaceutical preparations they export to Iraq, provided of course that the preparations named therein are manufactured and are on sale in the United Kingdom under the same name.

In the case of initial registration of a new preparation the certificate provided by the Ministry of Health should be in the same form as previously, but a statement should be added indicating that the preparation in question is manufactured and is on sale in the United Kingdom under the name specified.

The British Embassy is seeking clarification about the certification requirements for preparations which are manufactured but *not* placed on sale in the United Kingdom.

All inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1. (Telephone Trafalgar 8855, Ext. 2411 and 7829.)

LEBANON

Import and Export Regulations Changed

THE LEBANESE authorities have cancelled the import licensing control recently introduced on rice and coffee.

Export licensing control has been removed from foodstuffs, with the exception of the following items:

	Tariff items
Bovine cattle, sheep, goats, alive or butchered	3, 4, 5, 13
Poultry, alive or dead	8, 14
Animal butter, melted (samne)	25 (b)
Coffee	63 (a) and (b)
Wheat	68
Rice	70
Wheat flours	75 (a)
Groats, semolina and husked or pearled cereal grains	76 (a) (b) (c)
Cotton seed oil	105 (d)
Olive oil of all kinds	105 (g) 1 and 2
Hydrogenated fats and oils	111
Sugar	122 (a) to (d)

This notice amends the information published in the *Board of Trade Journal* on December 22, 1956 (page 1341), and January 5, 1957 (page 28). Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room 602, Lacon House, Theobalds Road, London, W.C.1. (Telephone: Chancery 4411, Ext. 276 and 679.)

BURMA

Import Licence Announcements

THE MINISTRY OF TRADE DEVELOPMENT of the Government of the Union of Burma have announced that shellac can be imported under import licences for 'General Hardware Goods.'

The Ministry have also given details of articles which can be imported under the general class, 'Educational and Instructional Toys' of the Open General Licence of November 1, 1956. These are as follows:

Numerals (blocks, cut-outs and sets).
Alphabets (blocks, cut-outs and sets).
Word builder set.
Word making and taking set.
Alphabets and numeral charts.
Counting and setting frames and beads (excluding Chinese abacus).
Jig-saw puzzle.
Pyramid blocks set.
Picture puzzle.
Construction sets and kit, such as Meccano sets.
Toy sewing Meccano set.
Toy needlework set.
Toy printing outfit.
Fretwork cardboard cut-out shapes (animals, birds, people).
Miniature typewriter (toy).
Model aircraft and parts and accessories thereof.

This list may possibly contain words which are registered in the United Kingdom as trade marks in relation to certain kinds of goods.

Details of the Open General Licence of November 1, 1956, were published in the *Board of Trade Journal* of November 10, 1956 (page 1013).

Imports of Handkerchiefs

THE MINISTRY OF TRADE DEVELOPMENT of the Government of the Union of Burma have announced that handkerchiefs can be imported under import licences for 'Textiles.'

This announcement applies both to ordinary licences issued for 'Textiles' and to those issued under the United Kingdom-Burma Cotton Agreement.

SINGAPORE

Import Licensing Regulations

ALL GOODS OF UNITED KINGDOM origin may be imported into Singapore direct from the United Kingdom under an Open General Licence with the exception of the following items, for which individual import permits will still be required:

'Bullet-proof vests, steel helmets and other articles of clothing intended as protection against attack; coin or disc operated amusement machines including pin-tables, fruit machines, jack-pot machines, shooting galleries and similar machines and components and spare parts thereof but excluding record players, juke boxes and coin or disc operated cinematograph machines; diamonds, rough or uncut, cut or polished and diamond-set jewellery; eggs for hatching purposes and fresh eggs by air; gold coin, gold bullion and any gold in whatever state or form including articles of jewellery or ornament; hides and skins of oxen, buffaloes, sheep and goats; live poultry; meats (including bones and offals) sausages and other meat preparations of bovine cattle, sheep, goats, swine, boars, whether fresh, chilled, frozen, pickled, salted, smoked, dried or cooked, but excluding any canned meats; plants of all species; rice in whatever form, including rice flour, rice bran and rice polishings.'

This announcement further amends the notice published in the *Board of Trade Journal* on October 10, 1953 (page 741) about the treatment accorded to goods of United Kingdom origin. The list above is reproduced in full for the convenience of importers.

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INDIA

Customs Tariff Changes

Willow Clefts. Under S.R.O. 2881 (Customs 134) dated November 30, the Government of India exempts willow clefts for the manufacture of cricket bats falling under Tariff item 40 from the whole of the import duty.

Insulators. S.R.O. 2882 (Customs 135) dated November 30, exempts insulators (not fitted with central electrodes) imported for use in the manufacture of sparking plugs and falling under Tariff item 75(16) from the whole of the import duty.

This notification shall be in force up to and inclusive of November 29, 1957.

Rolled Gold Wires and Strips. S.R.O. 2980 (Customs 151) dated December 6, exempts rolled gold wires and strips imported for the manufacture of spectacle frames and falling under Tariff item 61(8) from so much of the import duty as is in excess of 50 per cent. *ad valorem* and from all additional duty.

Some Elements and Delivery Valves for Diesel Engines. Under S.R.O. 2888 (Customs 131) dated November 30, Customs Notification 58 of July 12, 1956, is rescinded (see *Board of Trade Journal* of August 11, 1956, page 358).

Carbon Black. S.R.O. 2994 (Customs 156) dated December 11 further amends No. 1 Customs dated March 9, 1946, with the result that the import duty on carbon black for the manufacture of printing ink and black paint falling under Tariff item 87 is payable at the full rate of 35 per cent. *ad valorem*.

Exhaust Fans. Under S.R.O. 2888 (Customs 131) dated November 30, Customs 74 dated September 6, 1956, is rescinded (see *Board of Trade Journal* of October 6, 1956, page 741).

Nickel Powder. Under S.R.O. 2888 (Customs 131) dated November 30, Customs 75 dated September 6, 1956, is rescinded (see *Board of Trade Journal* of October 6, page 741).

Power and Distribution Transformers. S.R.O. 2890 (Customs 133) dated November 30 further amends No. 13 Customs dated February 28, 1953, with the result that Power and Distribution Transformers up to 3,000 kVA. and 37·5 kV. on the H.T. side (primary voltage being over 250) excluding furnace, rectifier and flameproof transformers falling under Tariff item 72(39) are exempt from so much of the *additional duty* as is in excess of 5 per cent. of the amount of duty leviable.

Tariff (Amendment) Act. The Indian Tariff (Amendment) Bill No. 49 of August 10, 1956, which modified the Indian Customs Tariff (see *Board of Trade Journal* dated October 6, 1956) has been passed without amendment as the Indian Tariff (Amendment) Act (No. 64 of 1956).

Export Duties on Raw Cotton and Manganese Ore

UNDER S.R.O. 2919 (Customs 144) dated December 2, the Government of India exempts the varieties of raw cotton specified below when exported from India, from so much of the duty as is in excess of the amount indicated.

Variety of raw cotton	Rate of duty
Bengal Deshi	Rs. 100/- per bale of 400 lb.
Mathias, Kalagins, Dholleras, C.P. I, C.P. II, Central India Deshi, Oomras and other varieties up to and inclusive of 25/32 inches in staple length	Rs. 50/- per bale of 400 lb.

Customs 125 dated August 4, 1955 (see *Board of Trade Journal* of August 20, 1955) is superseded).

Manganese Ore. Under S.R.O. 2931 (Customs 148) dated December 8, the Government of India exempts manganese ore, in which the manganese content expressed as metal, calculated as a percentage on the moisture-free ore, when exported from India, from so much of the duty as is specified below.

Manganese content of the ore expressed as metal	Extent of exemption
38 per cent. or below	The whole.
Exceeding 38 per cent. but not exceeding 40 per cent.	So much as is in excess of Rs. 10/- per ton.
Exceeding 40 per cent. but not exceeding 44 per cent.	So much as is in excess of Rs. 20/- per ton.
Exceeding 44 per cent.	So much as is in excess of Rs. 30/- per ton.

Customs 73 dated September 1, 1956 (see *Board of Trade Journal* of October 6, 1956, page 741) is superseded.

Excise Duty on Some Yarns and Fibres

UNDER S.R.O. 2915 (CER 8(29)/56) dated December 1, 1956, the Government of India exempts yarns and fibres specified below from so much of the Excise duty as is in excess of the duty indicated.

Description		Duty
Rayon yarn	(i) below 75 deniers	Eight annas per lb.
	(ii) 75 deniers and above but not above 100 deniers	Six annas per lb.
	(iii) above 100 deniers	Four annas per lb.
Staple fibre yarn		Two annas per lb.
Staple fibre		Two annas per lb.

PAKISTAN

Import Trade Control

PUBLIC NOTICE No. 105 (56) Import, issued by the Chief Controller of Imports and Exports, Government of Pakistan, modifies the import list for the first half of 1957 (see *Board of Trade Journal* of December 29, 1956, page 1372) as follows:

(1) Under column 2 against Serial No. 1, the existing description is replaced by:
'Iron and steel, all items excluding:
(i) Mild steel bars/rounds of 1 in. dia. and below.
(ii) Galvanized iron water/welded pipes, 3 ins. dia. and below.
(iii) Prefabricated iron or steel structures.
(iv) Baling hoops, ½ in. X20G. will not be licensed to industrial consumers.'
Under column 3, the existing entry will be replaced by 'All items except those excluded under column 2.'

(2) The existing entry in column 3 against Serial No. 2 will be replaced by 'all items.'

(3) Against Serial No. 52, no licences will be issued to commercial importers. Industrial requirements of a special nature, if any, will be considered for licensing.

(4) Against Serial No. 76 in column 2 the words 'And parts thereof' should be added.

THE UNITED KINGDOM Trade Commissioner in Karachi has reported that import licences expiring in October, November and December 1956 and January and February 1957 are extended to cover shipments to Pakistan up to January 31, 1957.

Extension of Delivery Periods for Some Commodities

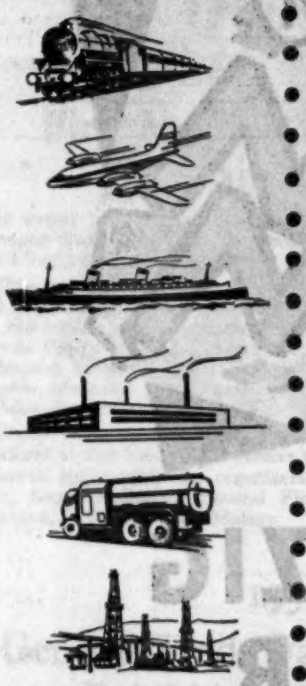
PAKISTAN PUBLIC NOTICE No. 102 (56) Import of December 19, announces that in the case of Sub-Authorizations on which letters of credit were established by November 15, the delivery period is extended up to March 31, 1957, for the import of cotton piece-goods, cotton yarn and cotton thread from the United Kingdom, Netherlands, West Germany, Switzerland, Lebanon, Belgium and France.

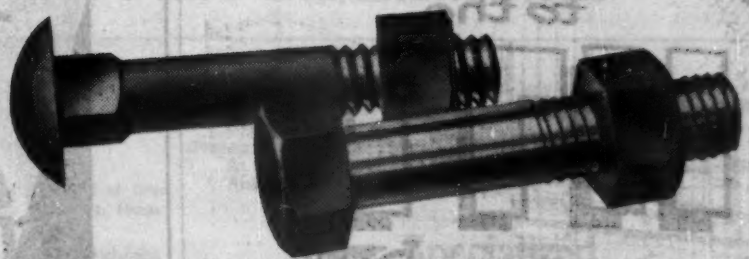
The holders of such Sub-Authorizations should have their Letters of Credit extended before January 31. The Habib Bank will not receive advice of extension after that date.

Import of Commercial Travellers' Samples

CUSTOMS NOTICE No. 41-C announces that the Government of Pakistan is pleased to direct that: 'Articles liable to customs duty (other than motor cars, motor car chassis and motor-cycles) imported as Commercial Travellers' Samples or Specimens (whether or not accompanied by the Commercial Traveller) are temporarily admitted without payment of duty to which the goods are liable, subject to the amount thereof being deposited in cash or secured by bond before their delivery out of official charge.'

Bolts, Nuts & Fastenings in Industry





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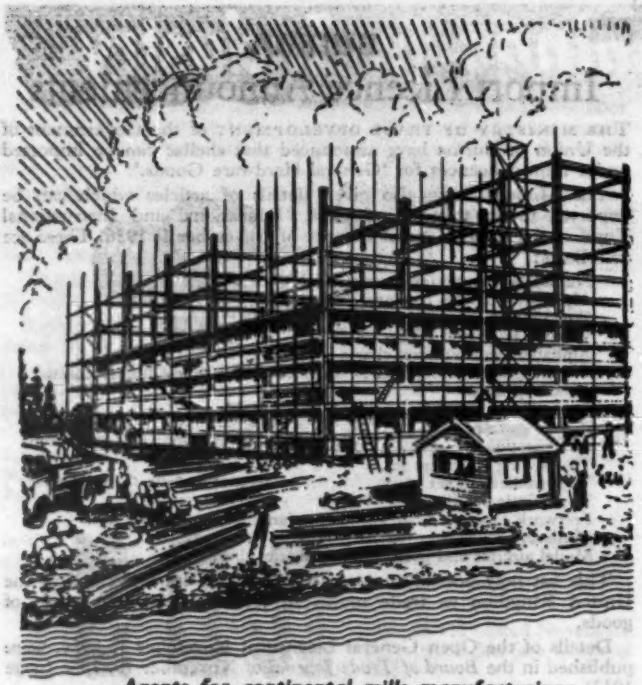

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SARAWAK

Customs Tariff Changes

COPIES OF NOTICES Nos. S 117 and S 186, which amend the Sarawak Customs Tariff, have been received by the Board of Trade. The following items in Table A (Import Duties) to the Sarawak Customs Tariff should now read as follows:

Articles	How Charged	Rates of Duty: British Preferential Tariff	Rates of Duty: General Tariff
		$ c.	$ c.
1. Intoxicating liquors:			
(a) Rectified spirit	per proof gal.	—	48.00
(b) Brandy and any other intoxicating liquor not hereinafter provided for	per proof gal.	—	48.00
(c) Brandy in bottle and accepted by the Proper Officer of Customs as not exceeding 81 per cent. of proof spirit	per gal.	—	33.60
(d) Whisky, rum and gin	per proof gal.	—	48.00
(e) Whisky, rum and gin in bottle and accepted by the Proper Officer of Customs as not exceeding 81 per cent. of proof spirit	per gal.	—	33.60
(f) Toddy, Arrack, Saki, pineapple spirit and samsu (including medicated arrack):			
(i) Not hereinafter provided for	per proof gal.	—	24.00
(ii) Imported in bottle and accepted by the Proper Officer of Customs as not exceeding 81 per cent. of proof spirit	per gal.	—	16.80
(g) Bitters and liqueurs not exceeding 100 per cent. proof spirit	per gal.	—	48.00
(h) Sparkling wines not exceeding 42 per cent. of proof spirit	per gal.	—	28.80
(i) Still wines exceeding 26 per cent. but not exceeding 42 per cent. of proof spirit	per gal.	—	12.80
(j) Still wines not exceeding 26 per cent. of proof spirit	per gal.	—	6.40
(k) Ale, beer, stout, porter, cider and perry	per gal.	—	2.10
2. Tobacco:			
(a) Cigars	per lb.	—	13.00
(b) Cigarettes:			
(i) Including wrappers and filter tips not exceeding 2¼ lb. weight the thousand	per 1,000	—	19.15
(ii) Including wrappers and filter tips exceeding 2¼ lb. but not exceeding 2¾ lb. weight the thousand	per 1,000	—	21.45
(iii) Including wrappers and filter tips exceeding 2¾ lb. but not exceeding 3 lb. weight the thousand	per 1,000	—	23.40
(iv) Including wrappers and filter tips exceeding 3 lb. weight the thousand	per lb.	—	7.80
(c) Unmanufactured tobacco	per lb.	—	4.00
(d) Manufactured tobacco (excluding cigars and cigarettes):			
(i) Imported in containers of any kind used for retail sale to the public	per lb.	—	8.00
(ii) Not otherwise provided for	per lb.	—	4.00
19. Vehicles:			
Cycles, motorcycles, motor cars, motor lorries, tractors, trailers (but not earth moving equipment), parts and accessories thereof, including tyres and tubes	*ad val.*	5 per cent.	20 per cent.
26. Earth moving equipment	*ad val.*	—	15 per cent.

PHILIPPINE REPUBLIC

Special Import Tax Reduced

PHILIPPINE REPUBLIC Act No. 1394 dated August 29, 1956, provided for the replacement of the existing special excise tax on sales of foreign exchange by a special import tax (see *Board of Trade Journal* of January 14, 1956, page 87). The Act stated that providing certain conditions were met, the new tax would be progressively reduced from a rate of 17 per cent. (based on the c.i.f. value) during the calendar year 1956 until finally eliminated by January 1, 1966.

The Philippine Commissioner of Customs has now announced that these conditions were met during 1956 and that during the calendar year 1957 the tax will be levied at the rate of 15·3 per cent.

NEW ZEALAND

Imports of Stationery

IN THE NOTICE which appeared on page 26 of the *Board of Trade Journal* on January 5 about exemptions from import licensing and surtax on some stationery imported into New Zealand, Tariff items 279 (1) and (2) should have read 297 (1) and (2).

your invitation to the HTF

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Classified List of Overseas Trade Fairs and Exhibitions

First Malayan International Fair Trade

THE FIRST Malayan International Trade Fair is to be held at the Selangor Turf Club Grounds, Ampang Road, Kuala Lumpur, from April 5 to 14, 1957.

This trade fair will occupy an area of 450,000 sq. ft. and exhibits will be grouped under the following sections: (a) Malayan Industries, (b) Machinery and Instruments, (c) Motor Vehicles, (d) Textile and Textile Products, (e) Provisions and Sundry Goods, (f) Building and Industrial Materials, (g) Office Equipment, Stationery and Photographic Materials, (h) Electrical Appliances, (i) Medical Products, (j) Miscellaneous.

United Kingdom manufacturers interested in showing their products at this Fair should ensure that their agents in Malaya have reserved space with the organizers, Malayan International Trade Fair, South Building, (Second Floor), 68 Ampang Road, Kuala Lumpur, (P.O. Box 702), Malaya.

1957
General Trade Fairs and Exhibitions Outside Europe

AUCKLAND: WESTERN SPRINGS TRADE EXHIBITION – January 26-February 9.
Apply, Auckland Provincial Public Relations Office, Achilles House, 45 Customs Street East, Auckland C.1, New Zealand.

RANGOON: EXHIBITION OF BURMESE PRODUCTS – February 26-March 18.
Apply, The Council of Burma Industries (1955), Rangoon.

KANSAS CITY: INTERNATIONAL TRADE FAIR – March 17-24.
At Exhibition Hall Municipal Auditorium. Apply, Mr. L. L. Bratschie, Exhibits Manager, Heart of America International Trade Fair Inc., 3230 Broadway, Kansas City 11, Missouri, U.S.A.

ADELAIDE: 17TH ROYAL ADELAIDE EXHIBITION – April 3-May 4.
At Centennial Hall and Grounds, Wayville. Apply, Exhibition Manager, Royal Adelaide Exhibition, S.A. Chamber of Manufactures, Inc., Adelaide.

KUALA LUMPUR: 1ST MALAYAN INTERNATIONAL TRADE FAIR – April 5-14.
At Selangor Turf Club Grounds, Ampang Road. Apply, Malayan International Trade Fair, South Building (2nd Floor), 68 Ampang Road, P.O. Box 702, Kuala Lumpur, Malaya.

NEW YORK: UNITED STATES WORLD TRADE FAIR – April 14-27.
At New York Coliseum. Apply, A. P. Wales, British and Commonwealth Office, Dudley House, 36-38 Southampton Street, London, W.C.2. (Telephone: Temple Bar 8947.)

TRINIDAD: CARIBBEAN EXHIBITION – May 3-19.
Apply, The Secretary, Junior Chamber of Commerce of Trinidad, Port of Spain, Trinidad.

ALGIERS: 17TH ALGIERS INTERNATIONAL TRADE FAIR – May 4-19.
* Apply, 3 rue Jean-Rameau, Alger.

CASABLANCA: 12TH INTERNATIONAL TRADE FAIR – May 4-19.
Apply, Commissariat General de la Foire Internationale de Casablanca, Rue Jules Mauran, Casablanca.

TOKYO: 2ND JAPAN INTERNATIONAL TRADE FAIR – May 5-19.
At Harumi Pier Grounds, Harumicho, Chuo-ku. Apply, Fair Management Office, Tokyo International Trade Fair Commission, c/o Economic Bureau, Tokyo Metropolitan Government, Marunouchi 3-Chome, Chiyoda-ku, Tokyo.

SURABAYA: INDONESIA INTERNATIONAL TRADE FAIR – June 27-August 6.
Apply, National Board of Indonesian Exhibitions, P.O. Box No. 2444, Djakarta, Indonesia.

CHICAGO: CHICAGOLAND FAIR – June 28-July 14.
* At Navy Pier. Apply, Chicagoland Fair, Room 516, 8 South Michigan Avenue, Chicago 3, Illinois.

SYDNEY: SYDNEY INDUSTRIES FAIR – July 22-August 3.
At Sydney Showground. Apply, Industrial Public Relations Service of Australia, Box 4962, G.P.O. Sydney.

Specialized

Agricultural Machinery and Implements, Dairy Industry

CIUDAD TRUJILLO: AGRICULTURAL MACHINERY EXHIBITION AND LIVESTOCK FAIR – January 10-29.
Apply, The Organizing Executive Committee, National International Livestock Fair, Ciudad Trujillo.

HONG KONG: AGRICULTURAL SHOW – January 19-21.
Apply, The Secretary, Department of Agriculture, Fisheries and Forestry, Kom Tsun Street, Lai Chi Kok, Hong Kong.

NOTICE TO READERS

A CLASSIFIED list of trade fairs and exhibitions to be held in the United Kingdom will appear in next week's issue and a list of events in Europe in the issue of February 2.

No responsibility is taken for the standing of organizations or individuals mentioned, and dates, etc., may be subject to alteration.

The Board of Trade Exhibitions Branch, Lacon House, Theobalds Road, London, W.C.1 (Tel.: Chancery 4411, Ext. 435), will be glad to answer general inquiries about the events listed, but application should be made to the organizers or United Kingdom agents for detailed information. Exhibitions Branch can also provide information about other events which are not included in the list owing to space limitations.

*Recent additions to the list are indicated by an asterisk (*).

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT TRADE SHOW – January 30-February 2.
In Coliseum Buildings. Apply, Mr. L. Sykes, Canada Farm and Industrial Equipment Trade Show (Limited), 40 Wellesley Street East, Toronto, Canada.

MONTREAL: 5TH NATIONAL AGRICULTURAL EXHIBIT – February 8-17.
In the Show Mart. Apply, Salon Nationale de L'Agriculture, 152 Notre Dame East, Montreal, Canada.

ENDORET: WESTERN KENYA AGRICULTURAL SHOW – March 8-9.
Apply, The Secretary, Royal Agricultural Society of Kenya, The Showground, P.O. Box 500, Nakura, Kenya.

SYDNEY: 12TH ROYAL EASTER SHOW – April 12-23.
Apply, The Secretary, The Royal Agricultural Society of New South Wales, 33 Macquaria Street, Sydney.

HAMILTON: WAIKATO (AGRICULTURAL) WINTER SHOW – May 28-June 4.
Apply, Wm. H. Paul, Box 616, Hamilton, New Zealand.

KANSAS CITY: 41ST POULTRY AND HATCHERY EXHIBITION – July 16-19.
At the Auditorium. Apply, The American Poultry Hatchery Federation, 15th W. 10th Street, Kansas City 6, Missouri.

Atomics

PHILADELPHIA: INTERNATIONAL ATOMIC EXPOSITION AND NUCLEAR CONGRESS – March 11-15.
At Convention Hall. Apply, H. F. Grebe, International Atomic Exposition, 117 South 17th Street, Philadelphia 3, Pa., U.S.A.

NEW YORK: ATOMIC SHOW – October 28-31.
At Coliseum. Apply, Atomic Industrial Forum, 3 East 54th Street, New York 22.

(Continued on next page)

Overseas Trade Fairs and Exhibitions (*Continued*)

Boats

MIAMI: INTERNATIONAL BOAT SHOW – February 22-27.
Apply, Peggy F. Leyshon, 615 S.W. 2nd Avenue, Miami, Florida.

Capital Goods, Engineering, Machinery, Machine Tools, etc.

TORONTO: INDUSTRIAL TOOL AND PRODUCTION SHOW – May 6-10.
* In Industry Building, Exhibition Park. Apply, Mr. E. M. Wilcox, 19 Melinda Street, Toronto.

MELBOURNE: INDUSTRIAL ENGINEERING EXHIBITION – August 5-10.
Apply, Industrial Public Relations Service of Australia, 82 Toorak Road West, South Yarra, Melbourne, Victoria. P.O. Box 62, South Yarra.

PHILADELPHIA: AUTOMATIC MERCHANDISING CONVENTION AND EXHIBITION – October 13-16.
At Convention Hall. Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois.

Chemicals

NEW YORK: 26TH CHEMICAL INDUSTRIES EXPOSITION – December 2-6.
At New Coliseum. Apply, International Exposition Company, 480 Lexington Avenue, New York 17, N.Y.

Electrical, Radio and Television

LOS ANGELES: HI-FI SHOW – February 6-9.
Apply, Institute of Hi-Fi Manufacturers, 28 Broad Street, New York 4, N.Y.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE EXHIBIT – October 7-9.
In Hotel Sherman. Apply, Mr. J. S. Powers, National Electronics Conference Inc., 84 E. Randolph Street, Chicago, 1.

NEW YORK: 4TH NATIONAL ELECTRICAL INDUSTRIES SHOW – April 8-11.
At 71st Regiment Armory. Apply, The American Electrical Industries Exposition, Inc., 19 West 44th Street, New York, 36, N.Y.

Hotel, Catering and Foodstuffs

PETROPOLIS: STATE OF RIO DE JANEIRO. 1ST BRAZILIAN FOOD EXHIBITION – March 30-April 29.
* In the Hotel Quitandinha. Apply Tetrabas, Rua da Assembleia, 93-11° andar, Rio de Janeiro.

Household Goods and Hardware

CHICAGO: NATIONAL HOUSEWARES EXHIBITION – January 17-24.
At Navy Pier. Apply, National Housewares Manufacturers Association, 1140 Merchandise Mart, Chicago 54, Illinois.

MINNEAPOLIS: 60TH HARDWARE SHOW – January 22-24.
At Minneapolis Auditorium. Apply, Mr. C. J. Christopher, Minnesota Retail Hardware Association, 3033 Excelsior Boulevard, Minneapolis, Minn.

TORONTO: 52ND ANNUAL CANADIAN HARDWARE, HOUSEWARES AND SPORTING GOODS EXHIBITION – February 11-14.
* At Industry Building. Apply, Canadian Retail Hardware Association, 290 Merton Street, Toronto 7.

CHICAGO: 13TH INTERNATIONAL HEATING AND AIR CONDITIONING EXPOSITION – February 25-March 1.
In the International Amphi-theatre. Apply, Mr. E. K. Stevens, International Exposition Company, 480 Lexington Avenue, New York 17, N.Y.

TORONTO: NATIONAL HEATING AND AIR CONDITIONING SHOW – March 11-13.
In Automotive Building. Apply, The Secretary, 754 Mount Pleasant Road, Toronto, 7.

NEW YORK: 2ND INTERNATIONAL HOME BUILDING EXPOSITION – May 4-12.
In Coliseum. Apply, Mr. Robert A. Durk, Exposition Managing Director, 250 West 57th Street, New York 19, N.Y.

NEW YORK: 2ND INTERNATIONAL HOUSEWARES SHOW – June 24-28
At Coliseum. Apply, Housewares Shows Corporation, 19 West 44th Street, New York 36, N.Y.

Inventions

SAN FRANCISCO: INVENTIONS AND NEW PRODUCT EXHIBITION – March 9-17.
* Apply, California Inventors Association, 681 Market Street, San Francisco 5, California.

Mechanical Handling

PHILADELPHIA: NATIONAL MATERIALS HANDLING EXPOSITION – April 29-May 3.
At Convention Hall. Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York 17, N.Y.

Medical, Pharmaceutical

CALCUTTA: 1ST ALL INDIA PHARMACEUTICAL EXHIBITION – January 6-12.
Apply, Indian Pharmaceutical Congress Association, 2 Heysham Road, Calcutta 20.

CINCINNATI: CENTENNIAL EXPOSITION – February 27-March 5.
Apply, The Cincinnati Health Museum and Exposition Inc., 152 East Fourth Street, Cincinnati 2, Ohio.

Metals, Oil

LOS ANGELES: WESTERN METAL CONGRESS AND EXHIBITION – March 25-29.
At Pan Pacific Auditorium. Apply, American Society for Metals, 7301 Euclid Avenue, Cleveland 3, Ohio, U.S.A.

CHICAGO: 2ND WORLD METALLURGICAL CONGRESS AND 39TH NATIONAL METAL CONGRESS AND EXPOSITION – November 2-8.
Apply, W. E. Eisenman, Secretary, American Society for Metals, 7301 Euclid Avenue, Cleveland, 3, Ohio.

Motor Cars, Motor Cycles, Cycles

MEXICO CITY: 2ND INTERNATIONAL MOTOR CAR, MOTOR CYCLE AND CYCLE EXHIBITION – January 4-13.
In the National Auditorium. Apply, 11° Salon Internacional del Automovil, Moto y Ciclo de Mexico, Asociacion Mexicana, Automovilistica, Calle de Berlin No. 6, Mexico, 6, D.F.

MELBOURNE: INTERNATIONAL MOTOR SHOW – April 4-13.
* At Exhibition Building. Apply, The Secretary, The Chamber of Automotive Industries, 51 William Street, Melbourne, Victoria.

ST. LOUIS: MIDWEST AUTOMOTIVE TRADE SHOW – May 9-12.
In the Kiel Auditorium. Apply, General Manager, Midwest Automotive Trade Show, Inc., 2841 Locust Street, St. Louis 3, Missouri.

Office Equipment

TOKYO: OFFICE EQUIPMENT EXHIBITION – May 1957.
Apply, Japan Office Management Association, 2/1, Ginzanishi, Chuo-ku, Tokyo.

LOS ANGELES: 38TH OFFICE MACHINERY EXPOSITION – May 13-16.
Apply, Publicity Director, The National Office Management Association, 132 West Chelten Avenue, Philadelphia 44, Pennsylvania.

Packaging

CHICAGO: 26TH NATIONAL PACKAGING EXPOSITION – April 8-11.
* In the International Amphitheatre. Apply, Messrs. Clapp & Poliak, 341 Madison Avenue, New York, 17, N.Y.

ATLANTIC CITY: NATIONAL PROTECTIVE PACKAGING AND MATERIALS HANDLING EXPOSITION – October 28-31.
Apply, Hanson & Shea Inc., 1 Gateway Centre, Pittsburgh, Pennsylvania.

Photography, Cinematography

WASHINGTON: INTERNATIONAL PHOTOGRAPHIC EXPOSITION – March 22-31.
At National Guard Armory. Apply, Mr. R. J. Wilkinson, The International Photographic Exposition, 104 East Michigan Avenue, Jackson, Michigan.

Printing, Printing Machinery, Stationery, Book Trades

CHICAGO: 2ND INTERNATIONAL BOOK EXHIBITION – May 26-30.
At Sherman Hotel. Apply, Mr. A. P. Wales, Dudley House, 36-38 Southampton Street, London, W.C.2. (Telephone: Temple Bar 8947.)

Scientific and Technical

DUNEDIN: ANZAS SCIENTIFIC EXHIBITION – January 16-23.
Apply, Biochemistry Department, Medical School, Great King Street, Dunedin, New Zealand.

MONTREAL: COMMERCIAL AND SCIENTIFIC EXHIBITION IN CONJUNCTION WITH 23RD CONGRESS OF THE CATHOLIC HOSPITALS OF THE PROVINCE OF QUEBEC – June 24-26.
At Show Mart. Apply, Comite des Hopitaux du Quebec, 325 Chemin Sainte-Catherine, Outremont, Montreal 8.

Toys, Sports, Camping

CHICAGO: 26TH NATIONAL SPORTING GOODS SHOW – February 3-7.
At Morrison Hotel. Apply, National Sporting Goods Association, 716 North Rush Street, Chicago 11, Illinois.

NEW YORK: INTERNATIONAL TOY EXHIBIT – March 10-15.
In New York Trade Show Building. Apply, International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

Watches and Clocks

HONG KONG: WATCHES AND CLOCKS EXHIBITION – February 15-March 3.
* In the display room of the 14th Exhibition of Hong Kong Products on Reclamation Ground. Apply, The Secretary, Hong Kong and Kowloon Clock and Watch Trade Merchants Association, No. 5 Wing Lok Street, E. Second Floor, Hong Kong.

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17th to 19th March
International Textile and Clothing Fair
28th September to 6th October
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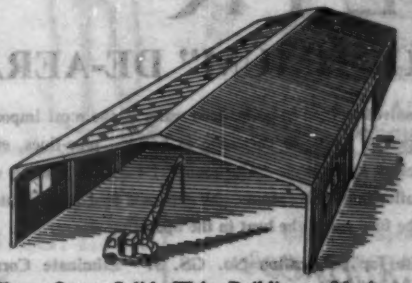

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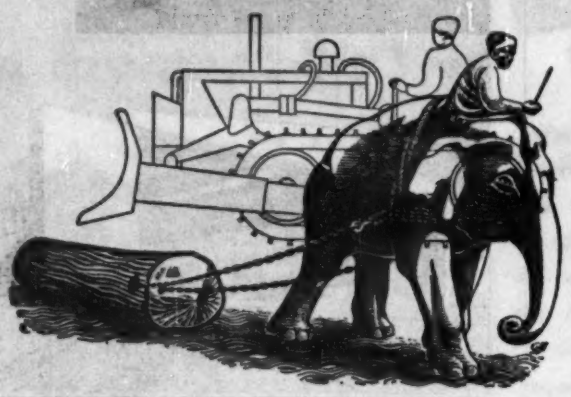

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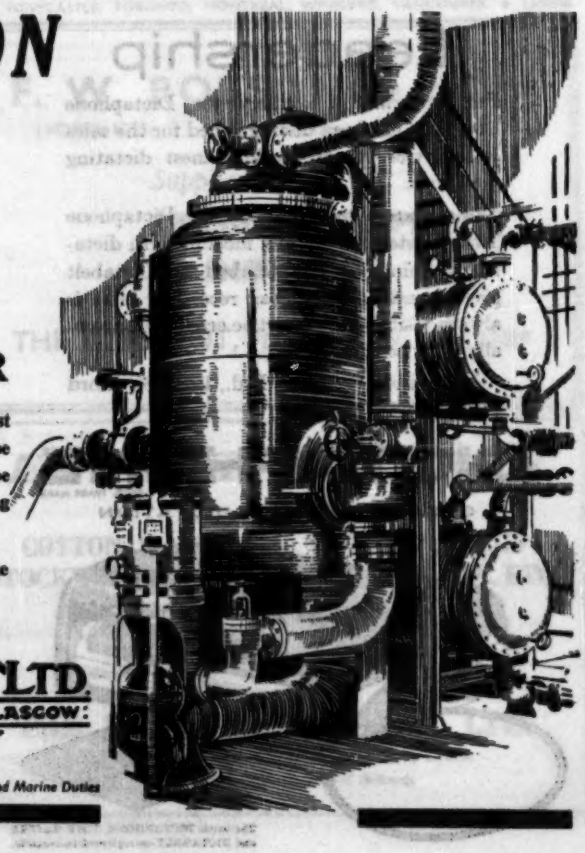

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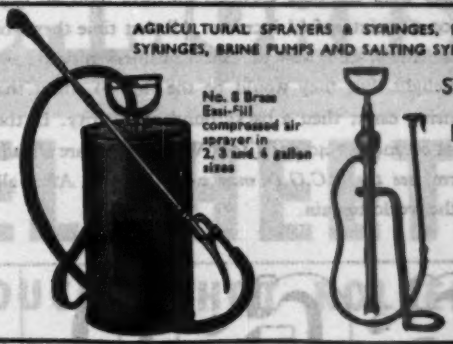

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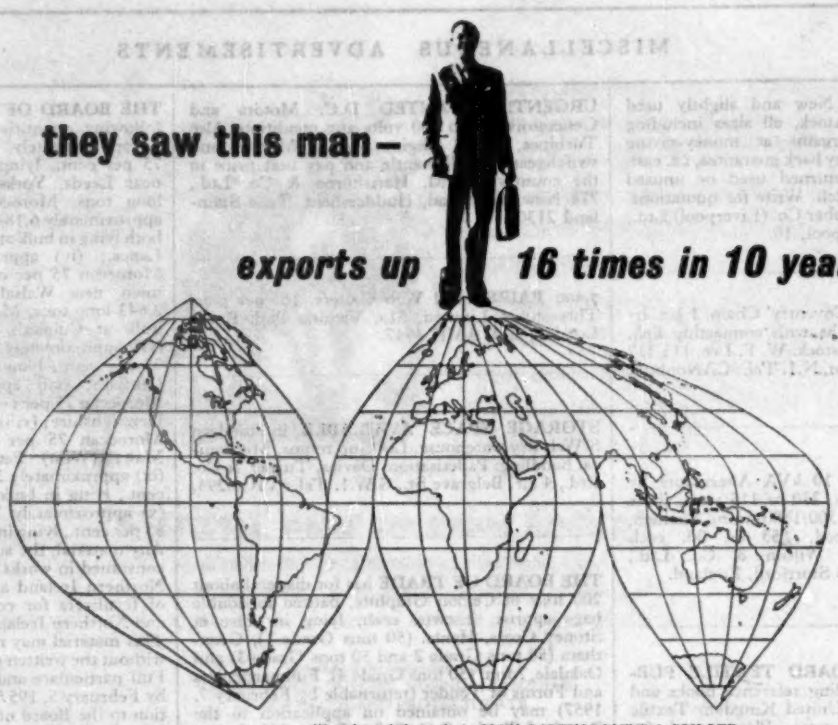

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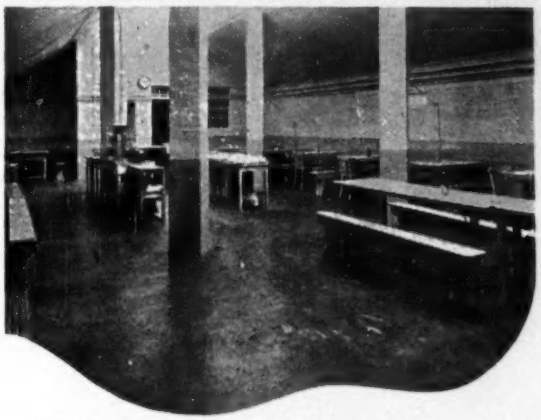

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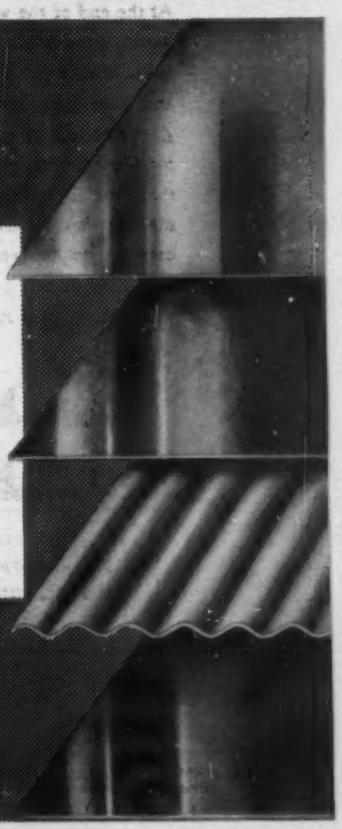

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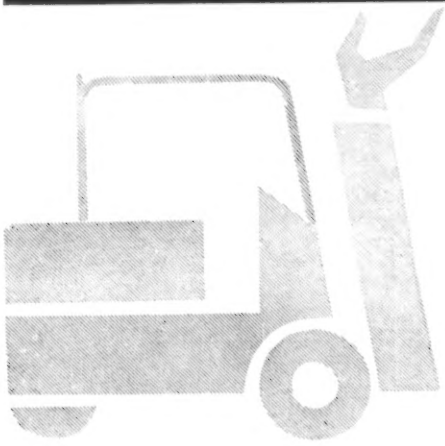

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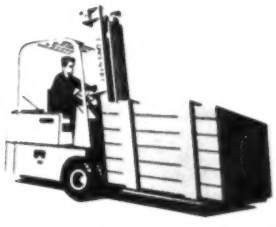

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